The Global Newspaper
Edited and Published
in Paris
Printed simultaneously in Paris,
London, Zurich, Hong Kong,
Singapore, The Hague, Marseille,
New York, Rome, Tokyo, Frankfurt.

INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

No. 33,871 4/92 ** PARIS, WEDNESDAY, JANUARY 22, 1992 ESTABLISHED 1887

Andorra ...... 8.60 F.
Antilles ...... 10 F.F.
Austria ...... 25 S.
Bahrain ...... 0.800 Din
Belgium ...... 55 B.Fr.
Bulgaria ...... 40 Leva
Cyprus ...... C.£ 1.00
Czechoslovakia 35 Kr
Denmark 13.00 D.Kr.
Egypt ...... E.P. 5.000
Finland ...... 10.00 F.M.
France ...... 8.50 F
Germany ... 3.00 D.M.
Great Britain ... £0.80
Greece ...... 250 Dr.
Hungary ...... 127 Ft.
Iceland ...... 175 IKR
Iran ...... 115 Rials
Israel ...... NIS. 5.50
Italy ...... 2,200 Lire
Jordan ...... 1 JD
Kenya ...... Shs. 45
Kuwait ...... 500 Fils
Lebanon ... U.S.$1.10
Libya ...... L.Din. 0.80
Luxembourg 55 L.Fr.
Madeira ...... 200 Esc.
Morocco ... 11.00 Dh.
Netherlands 3.25 Fl.
Nigeria ... 20.00 Naira
Norway ... 14.00 N.Kr.
Oman ...... 1.000 Rials
Poland ...... 20,000 Zl.
Portugal ...... 200 Esc.
Qatar ...... 8.00 Rials
Rep. of Ireland 95 P.
Réunion ...... 10 F.F.
Russia ...... U.S.$2.00
Saudi Arabia 9.00 R.
Spain ...... 190 Ptas.
Sweden ... 12.00 S.Kr.
Switzerland 3.00 S.Fr.
Tunisia ...... 1.000 Din
Turkey ...... T.L. 8.000
U.A.E. ...... 8.50 Dirh.
U.S. Mil. (Eur.) $1.00
Yugoslavia ... 42 ND.

THE UNIV DIVISION JORDAN

Roll Hand/Agence France-Presse

DEATH ON A MOUNTAINSIDE — Empty seats sitting amid the wreckage of an Airbus A-320 in the Vosges mountains in eastern France on Tuesday. Rescue workers recovered the Air Inter jet's flight recorders, which will help in determining the cause of the crash. Nine of the 96 people on board survived. Page 3.

Unanimity at UN: Libya Must Deliver 2 Pan Am Suspects

By Trevor Rowe
Washington Post Service

UNITED NATIONS, New York — The Security Council on Tuesday unanimously adopted a resolution that urges the Libyan government to "provide a full and effective response" to U.S. and British requests for the surrender of two Libyans linked to the bombing of a Pan Am jetliner over Scotland in 1988.

The resolution also calls on Libya to cooperate in the investigation of the 1989 bombing of a French airliner in Africa.

The document is the basis for a possible subsequent resolution calling for limited sanctions such as the cutoff of international air links to Libya and an embargo on the sale of aircraft and spare parts should Tripoli not comply with the council's demands.

It is unclear, however, whether there is enough support in the council for a sanction resolution. Western diplomats are cautious in their assessments of success but also aware of the political pressures to seek redress from Libya.

The resolution approved by a 15-to-0 vote Tuesday avoids calling for the "extradition" of the two Libyans. Neither the United States, Britain, nor France has an extradition treaty with Libya.

But U.S. and British diplomats told the council that while they were not seeking the formal extradition of the two Libyans — Abdel Basset Ali Megrahi, 39, and Lamen Khalifa Fhimah 35, — they wanted Libya to hand them over for trial either in the United States or Scotland.

U.S. and Scottish authorities issued warrants for the two men in November in connection with the bombing of Pan American World Airways Flight 103 over Lockerbie, Scotland, on Dec. 21, 1988. The midair explosion killed all 259 people on board the New York-bound jet and 11 people on the ground.

A total of 171 people were killed when a DC-10 airliner belonging to the French airline UTA blew up over Niger on Sept. 19, 1989.

Libya has refused to surrender the two men, but the government has said they could stand trial in Libya.

The U.S. representative, Thomas R. Pickering, told the council that it would be virtually impossible to hold an impartial trial in Libya because the two men are agents of the Libyan government.

"The council was faced in this case with clear implications of government involvement in terrorism as well as the absence of an independent judiciary in the implicated state," Mr. Pickering said.

"The resolution makes clear that neither Libya nor any other state can seek to hide support for international terrorism behind traditional principles of international law and state practice," he said.

"The council will be watching carefully how Libya responds," he added. "If further action should be necessary, and we hope it will not be, we are convinced that the council is ready on a continuing basis to face up to its full responsibilities."

In a speech to the council, Jadallah Azouz Tali, Libya's minister for strategic industries, criticized the indictments against the two men as "groundless" and based on "guesswork".

He said the requests for the surrender of the two agents were "unjust," adding that they were a "cover for a military and economic aggression on a small country."

From a legal perspective, the UN resolution is considered unusual.

"If it's understood to mean that it's a demand for extradition from someone who is not a treaty partner, then it is unprecedented," said Ruth Wedgwood, an associate professor of international law at Yale University.

Britain's UN representative, Sir David Hannay, said that the resolution did not set a broad precedent.

Court Puts Abortion On Docket

By Ruth Marcus
Washington Post Service

WASHINGTON — The Supreme Court agreed Tuesday to rule this term on Pennsylvania's abortion law, indicating a decision on the future of the constitutional right to abortion before the November election.

The announcement propels the abortion issue to new prominence in an election year so far dominated by discussion of the faltering economy. The case, Planned Parenthood of Southeastern Pennsylvania v. Casey, is expected to be argued in April, with a decision before the court recesses in July.

Both abortion rights advocates and anti-abortion forces see the court's solidified conservative majority as ready to cut back on — or perhaps eliminate — constitutional protection for abortion rights.

The law at issue is one of a spate of abortion statutes enacted in the wake of the court's 1989 ruling in Webster v. Reproductive Health Services, which gave states more leeway in adopting restrictions on abortion. It imposes a 24-hour waiting period on women seeking to obtain abortions, requires that doctors inform abortion patients about fetal development and alternatives to abortion, and mandates

See ABORT, Page 5

In Japan, an America-Basher Runs Into a Storm

By T. R. Reid
Washington Post Service

TOKYO — The Japanese government leader who belittled American manufacturing workers the other day ran headlong Tuesday into a basic rule of Japanese politics: If you want to bash America, make sure no Americans are listening.

The official, Yoshio Sakurauchi, who holds the prestigious but largely powerless job of speaker of the house of Japan's Diet, or parliament, found himself at the center of a major controversy here because of the fuss he caused in the United States with his assertion that many American workers are lazy and illiterate and unable to produce quality goods.

Mr. Sakurauchi was forced to issue a statement saying the incident was "very regretful" and that his speech was "liable to cause misunderstanding."

He said he had not intended to "disparage or slight American workers."

Mr. Sakurauchi's remarks, in which he reportedly called the United States "Japan's subcontractor" and complained that American workers "turn out so many defective products," initially drew moderate attention in the Japanese press. If no Americans had noticed, Mr. Sakurauchi would probably have emerged unscathed.

But once the same speech got big play in the United States, it became the top news item here. Japanese television networks repeatedly showed the front page of the Tuesday issue of The Washington Post and tapes of the ABC News anchor, Peter Jennings, and the CBS News anchor, Dan Rather, all reporting on the speech. Mr. Sakurauchi was sharply criticized for creating such a furor.

While Mr. Sakurauchi was running for cover, the Japanese pointedly refused to back away from another comment that caused some controversy in the United States:

See SLUR, Page 5

Israelis and Palestinians: A Gulf of Hurt and Fear

Triangle of Intolerance
Last of three articles

By Glenn Frankel
Washington Post Service

JERUSALEM — On the same morning in December that Palestinians in coats and ties were to meet Israelis in Washington to talk about peace, others back home in the West Bank village of Beit Iqsa stood half-naked under the barrel of an Israeli soldier's gun in a very different kind of encounter.

Soldiers had seized a group of 20 young Palestinians returning from a nonviolent protest over land confiscation and ordered them to strip off their shirts. For 40 minutes on a cold and rainy day, they were forced to stand against a stone wall, hands tied behind their backs, while the soldiers searched and mocked them.

In the larger scheme of war and peace in the Middle East, it was just another minor, unsanctioned indignity for which an army sergeant was later disciplined. But the incident touched on issues and emotions — power, pride and humiliation — that lie at the heart of the conflict between Arabs and Jews.

The conflict is a national struggle between Israelis and Palestinians. But it is also a very personal encounter between two sets of people who, despite decades of contact and confrontation, do not know each other very well but fear each other intensely.

It is the accumulation of thousands of incidents — large and small, earthshaking and trivial, achingly complicated and brutally simple. Together, they form a mountain of anger, damage and dread that could easily bury the fragile, halting Mideast peace process.

"Between an Israeli Jew and a Palestinian Arab, there are numerous immediate, gut-wrenching issues that cry out for resolution," said a Palestinian lawyer, Jonathan Kuttab. "We can't meet only as citizen to soldier, lawyer to lawyer, employer to employee and pretend that the big situation doesn't exist."

Although Prime Minister Yitzhak Shamir's government claims to have abolished the "Green Line" between Israel and the occupied West Bank and Gaza Strip, the border still exists in the minds of people on both sides of it.

Except for soldiers and Jewish settlers, most Israelis never venture into the territories, and the only Palestinians who cross over regularly into Israel are the 80,000 to 100,000 who work there and return home each night.

Yet they claim the same land, share the same home. Each defines the other as an alien intruder and a threat, and each people sees the other solely through the prism of its own history and suffering.

Asked about the recent spate of shootings of Israelis by Arab radicals in the occupied territories, an 18-year-old East Jerusalem activist named Radwan said: "They were settlers, weren't they? That makes them soldiers, doesn't it? If they die, so what?"

Similarly, when asked to describe Rachel Druck, a friend who had been killed in an ambush by Palestinian gunmen, an

See TRIBES, Page 5

West Views 2 Missile Firings As Signal of Moscow's Control

By Joseph Fitchett
International Herald Tribune

PARIS — The Soviet Union test-launched two intercontinental missiles last month in apparent violation of the START treaty, but Western officials said Tuesday that the firings did not raise serious questions about future compliance with arms agreements or control of the Soviet arsenal.

If anything, the officials said, the firings — a 6-warhead SS-19 on Dec. 20 and a 10-warhead SS-18 later — showed that the authorities in Moscow still had charge of the secret system that launches strategic missiles from their silos on the soil of Kazakhstan, then in the process of becoming an independent republic.

Although the firings apparently violated the Strategic Arms Reduction Treaty signed last year, the officials dismissed U.S. press speculation that they foreshadowed Soviet intentions to evade arms control accords.

"If someone was making a point," said Lawrence Freedman, war studies professor at London University, "it was to demonstrate that Moscow still had control over firing those weapons as a signal to politicians in Kazakhstan or anywhere else."

Officials in Washington and in European capitals agreed with Mr. Freedman in saying that "most probably" the two tests reflected the momentum of military bureaucracy and was not a response to new developments as Soviet central authority collapsed.

[Officials in Moscow acknowledged Tuesday that a SS-19 intercontinental ballistic missile was launched last month, but denied any violation of the START treaty, The Associated Press reported.

[The officials described the Dec. 20 firing as a "routine launching of a converted intercontinental ballistic missile, by means of which civilian payloads are to be launched into space," according to Tass.

[In a separate statement, the Kazakh president, Nursultan A. Nazarbayev, denied that the missile, which was fired at the Baikonur Cosmodrome in Kazakhstan, was launched for military purposes.]

Both missiles radioed back coded data about their flight — a measure of secrecy banned by the START treaty.

"It sort of looks like the old Soviet habit of violating the spirit of treaties," a U.S. official said. "But this is small stuff in the world we're in now."

Officials ruled out the possibility that the test launches could have been ordered locally in Kazakhstan or that they revealed a weakness in Moscow's system of control over Soviet strategic nuclear weapons.

But Mr. Freedman, echoed by officials, said the timing was suggestive of another possibility: On Dec. 20, the Soviet Union was breaking up into republics, four of which — Russia, Ukraine, Belarus and Kazakhstan — have long-range missiles on their territory.

By test-firing the missiles, with encryption and without warheads, a French official said, "the leadership in Moscow, already then Boris Yeltsin, sent an unmistakable and harmless message to everybody that the system was still working."

Initially, Kazakhstan hinted that it might take over the nuclear weapons on its territory. In fact, officials say, Soviet long-range nuclear missiles can only be launched if activated by complex electronic messages sent from Moscow.

Echoes of Iraqi Scuds Still a Nightmare for Israelis

By Clyde Haberman
New York Times Service

RAMAT GAN, Israel — The problem with her new apartment on Jabotinsky Street, Ofra Ovadia says, is not so much that it is spare as that it overlooks a broad and noisy avenue.

Fire trucks and ambulances roar past her window at night with sirens at full tilt. The wails, she said, are like knives flaying the fragile mental defenses of her 5-year-old daughter, Batel.

Each one reminds the girl of the air raids a year ago when Iraqi Scud missiles fell on this suburb of Tel Aviv, demolishing the Ovadia family's apartment building and leaving Batel with serious, though not irreversible, head injuries.

"She gets scared all the time, and then she runs to me," Mrs. Ovadia said. "Then she won't sleep at night. I'm sure it's from the war. Even I get scared sometimes, too."

So do other Israelis. A year after the Scud attacks and the fears of chemical devastation they produced, some of them, notably children, find they are still plagued by sleeplessness, edginess, bad dreams and other signs of distress that set in during the Gulf War.

In a recent storm over Petah Tiqwa, near Tel Aviv, patients at the Children's Medical Center of Israel were troubled by the thunder and lightning.

"Their first question was whether we were at war with Saddam Hussein again," said Dr. Yehuda L. Danon, the hospital director and a former army surgeon general.

A year after Iraq fired 39 missiles at Israel — starting last Jan. 18 and continuing until Feb. 25 — doctors, psychologists and social workers agree that such reactions are the exceptions, serious though they may be.

For most Israelis, they say, it was the war that never was.

It was a period of anxiety and terror that came and went, happily with little damage, enabling people to dust themselves off and resume their lives. Now, experts say, Israelis want to forget.

"It is as though it has been agreed that there be silence," said Dr. Rami Bar-Giora, a child psychologist in Jerusalem. "Nobody wants to look back and suffer like Lot's wife."

As it turned out, the Scuds carried no chemical warheads. The missiles that did land killed two Israelis, although more than 70 others reportedly died from heart attacks and from

See SCUDS, Page 5

Kiosk

No End to U.S. Job Cut Trend

United Technologies Corp., the U.S. industrial conglomerate, said Tuesday that it would cut about 13,900 jobs to trim its costs.

Similar steps have been taken by General Motors Corp., which will end 74,000 jobs, and International Business Machines Corp., which will cut 25,000. (Page 11).

Business/Finance

A battle for control of Perrier after the Nestlé bid is unlikely, analysts say. **Page 11.**

Dow Close
3,223.39
Down
30.64

The Dollar in New York	
DM	1.5865
Pound	1.805
Yen	123.60
FF	5.4085

Crossword **Page 7.**

Luciano Mellace/Reuters

DOWN BUT NOT OUSTED? Giancarlo Parretti, the former chairman of MGM, vowing at a news conference Tuesday in Rome to retake control of the Hollywood film studio. Page 11.

Selling Finland: Can PR Make It Hot?

Forget Snow, Exporters Urge, and Just Think of It as the Land of Licorice

By Erik Ipsen
International Herald Tribune

LONDON — Tired of being thought of as a frigid, snowy wasteland — if indeed it is thought of at all — Finland is striking back. After successful image-burnishing campaigns in France, Germany and Spain, the Finns will open another front Wednesday in their war against obscurity.

In its nondescript embassy on the third floor of a graying office block near St. James's Palace, Finland's ambassador to Britain will launch the "Exclusively Finland" promotional campaign over a smorgasborg lunch of cheese, meatballs and Finnish beer.

Magnus Johanson, Finland's trade commissioner in London, calls it a "tailor-made marketing communications program." Others call it anything from long overdue to absolutely hopeless.

As part of the campaign, groups of journalists and department store buyers will be flown to Helsinki for a look around.

"They'll see the plants, the products and hopefully have a good time, too," said Robert Phillips, the public relations man hired to orchestrate the campaign.

Such eye-opening visits are old hat in France and Germany, where the Finnish campaign is now in its second year, and in Spain, where it was launched last summer. Those markets came first, said Mr. Johanson, because they were virtually untapped by Finnish exporters. Britain, on the other hand, has trade ties going back to the early 19th century, when Finland exported pitch used in the construction of Admiral Nelson's fleet.

Though the relationship may well be older and deeper, it sadly has left the average Briton every bit as ignorant of Finland as those on the Continent are — or were, in the case of Germans, French and Spaniards.

"We did extensive research with A, AB and C-1 consumers — in English social terms, the upper and upper middle class," said Mr. Phillips. The results were brutally depressing.

In a nationwide survey of 396 individuals, the overwhelming first impression people came up with for Finland was "cold." Traditional, clean and heavily forested rounded out the average British impression.

"Cold, snow, lots of reindeer and Santa Claus are what people think of with Finland, not premium products," said Philip Hill, the researcher who conducted the survey.

Harry Drenec, the chief executive of Maison Caurette, the British importer of Finland's Kulta beer, said: "No one knows from Finland. All anyone can think of is reindeer that glow in the dark as a result of Chernobyl."

With only £2 million ($3.6 million) to spend, Mr. Johanson conceded that he lacked the marketing clout to achieve a clean break with obscurity. Instead, he has borrowed a page from Finland's shoestring campaigns on the Continent by setting his sights on promoting specific Finnish exporters.

In Britain, the campaign will center on eight companies ranging from Fiskars scissors and Finlandia vodka to Finlux televisions and Panda licorice. In the process, Mr. Johanson hopes that just maybe he can improve the awareness of Finland "as a country."

Historical trade ties not withstanding, it will not be easy.

"If you told people on the Clapham omnibus that Finland has the second-highest standard of living in the world, they would fall off the bus," Mr. Hill said.

The problem is that even by many Finnish accounts the country is exceptionally forgettable.

"It is cold, and there is a lot of it, and it's cold and I can't say much more," said one London-based businessman of his memories

See COLD, Page 5

South Asia, Bucking Trend, Is Nearing a Nuclear Arms Race

By Edward A. Gargan
New York Times Service

NEW DELHI — In sharp contrast to the rest of the world, South Asia is on the brink of a nuclear arms race, according to senior Western diplomats and foreign political figures who have visited New Delhi in recent weeks.

This arms race is viewed with particular alarm because of the continuing tension between India and Pakistan over Kashmir, a region for which two wars have already been fought.

And although both India and Pakistan are regarded as nuclear powers by Western intelligence agencies, these diplomats generally contend that it is India, rather than Pakistan, that has blocked any meaningful progress toward stemming the spread of nuclear weapons.

"South Asia seems to be bucking the trend on reducing international tensions," said a senior diplomat in New Delhi. "We see South Asia at the precipice of a nuclear weapons race. Within the next five years, both sides will have medium-range missiles. Each side will have to assume the worst of each other. And this is destabilizing because of the hair-trigger nature of these missiles in times of tension."

India detonated a nuclear device in 1974 for what it said were peaceful purposes, and Pakistan is generally recognized as having developed its own nuclear abilities. Indeed, in testimony this month to the Senate subcommittee on nonproliferation, Robert M. Gates, the director of Central Intelligence, expressed Washington's anxiety over the direction both nations were taking.

"In South Asia, the arms race between India and Pakistan is a major concern," Mr. Gates told the subcommittee. "Not only do both countries have nuclear weapon and ballistic missile programs, they have recently pursued chemical weapons as well. These programs are particularly worrisome because of constant tension and conflict in Kashmir." All American assistance to Pakistan was cut off in 1990 because of its nuclear-weapons program.

In the last year, and especially in recent months, concerted international pressure — a medley of wooing, cajoling, encouragement, suggestions, hectoring, and plain blunt talk — has been applied to India, pressure intended to get the government to address the question of the spread of nuclear weapons in South Asia. So far, it has not worked.

Since June, Pakistan has been making proposals for talks with India over nuclear issues, has volunteered to sign the Nuclear Nonproliferation Treaty if India does and has suggested a gathering of the United States, Russia, China, India and Pakistan to discuss the elimination of nuclear weapons in South Asia.

In November, during a visit to India by the under secretary of state for security assistance, science and technology, Reginald Bartholomew, the United States proposed more sweeping five-power talks to explore a greater range of options.

Among his ideas were a test-ban treaty and pledges not to attack urban centers, along with a proposal that both India and Pakistan sign the Nuclear Nonproliferation Treaty and submit to international inspection.

[Foreign Minister Madhav Singh Solanki of India on Tuesday defended his government's refusal to sign the Nuclear Nonproliferation Treaty, saying it discriminated against nations that do not possess nuclear weapons, United Press International reported, quoting a Foreign Ministry official.

[In a meeting with Prime Minister Kiichi Miyazawa of Japan, Mr. Solanki denied reports suggesting India had refused to sign the pact because it had something to hide.]

India has remained deaf to all proposals for curbs, instead offering arguments as to why it cannot contemplate a limit on its nuclear options. These arguments are made publicly in the press, privately in conversations with foreign journalists and even, with hardly any differences, in discussions with foreign governments.

Foremost, India insists that Pakistan retains aggressive intentions toward India and that it has its own nuclear weapons. With its smaller army, the Indians argue, Pakistan will inevitably rely more on its nuclear arsenal, however tiny, if there is a serious border conflict.

The Indians also argue that as long as China, a nation with whom it fought a border war in 1962, possesses nuclear weapons, New Delhi cannot consider any proposal that would lead to a nuclear-free zone in South Asia, since China shows no signs of giving up its nuclear weapons. India also contends that there is an inherent unfairness in the pressure from the large powers on New Delhi when they continue to possess large arsenals of their own.

But these arguments have not been met with sympathy, neither in Washington nor in Moscow, nor in London nor even in Tokyo. "Nonproliferation is not an American issue," a diplomat in New Delhi said. "The French and the Germans have found religion on this issue. Even the Japanese have expressed their concerns to the India about this."

The United States and Britain in particular are pressing India to put forth some ideas of its own. Last week, Foreign Secretary Douglas Hurd of Britain was in India, and the issue of nonproliferation headed his agenda. And next month Ronald F. Lehman 2d, the director of the United States Arms Control and Disarmament Agency, is to visit New Delhi to re-emphasize Washington's position.

"I have left them in no doubt of the growing anxiety of nuclear proliferation," Mr. Hurd told the BBC. "They left me in no doubt that so far as they are concerned they see the problems here in this part of the world as resulting from the differences between of India and Pakistan."

After emerging from his meetings with government leaders, the foreign secretary was pessimistic about prospects for India joining any five-power talks on nuclear proliferation. "I didn't have the impression that this was likely in the near future," he said.

Diplomats in New Dehli and in Western capitals are becoming increasingly frustrated by India's refusal either to discuss proliferation with them or to put forth ideas of their own.

German Assertiveness Is Supported by U.S.

Reuters

BONN — The United States firmly backs Germany's newly assertive stand in world affairs and hopes Bonn will play a more active role outside Europe as well, the American ambassador to Germany said Tuesday.

Ambassador Robert M. Kimmitt said Washington did not agree with a recent wave of U.S. press articles expressing concern about Germany's more dynamic foreign policy since reunification in October 1990.

"Let me state, clearly and unequivocally, that we welcome and value this German assertiveness in collective actions designed to achieve common goals and objectives," he said in a speech to a research foundation linked to the opposition Social Democratic Party.

"With whom could the U.S. better pursue effective collective action than Germany, a trustworthy, reliable ally?" he asked.

He called Germany "a country that has suffered and turned from aggressive unilateralism.

Mr. Kimmitt, a senior aide to Secretary of State James A. Baker 3d before coming to Bonn last summer, said the United States and Germany agreed on about 95 percent of all issues they faced.

He mentioned recognition of the breakaway Yugoslav republics, Croatia and Slovenia, the first major issue on which united Germany took the lead and pressured its European Community partners to follow, as a case belonging to the remaining 5 percent of issues causing disagreement.

Bonn recognized them as independent states last month and the EC followed on Jan. 15, but Washington is still waiting to see whether this ensures peace in Yugoslavia.

Mr. Kimmitt gave no reason for not following Bonn's example on Yugoslavia and only called for Germany, the United States and other states to ensure peacekeeping missions were successful.

The ambassador praised Germany for its leading role in extending economic aid to new democracies in Eastern Europe and the former Soviet Union.

As part of its new international responsibility, Bonn should also play a more active role in fostering democracy in Central America and promoting human rights in Africa, he said.

Mr. Kimmitt said Germany's experience in reunification and reconciliation could act as a guide for the Koreas and Cambodia.

"In the Middle East," he added, "your ties and influence will no doubt help in the multilateral talks opening later this month in Moscow."

Igor Mikhalyov/The Associated Press

A gunman loyal to Zviad K. Gamsakhurdia, the ousted president of Georgia, guarding a road leading into Poti in the west of the republic.

Forces of Gamsakhurdia Accept Partial Truce

Reuters

GRIGOLETI, Georgia — Forces loyal to the deposed Georgian president, Zviad K. Gamsakhurdia, agreed to a partial truce with their foes Tuesday after losing ground to government fighters in two skirmishes around the Black Sea port of Poti.

The new rulers in Tbilisi are attempting to snuff out attempts by Mr. Gamsakhurdia, who was overthrown three weeks ago, to return to power from his stronghold in western Georgia.

"Each side will lay down its arms," said a representative of government troops in the village of Grigoleti, near Poti. "Then we'll get together to talk peace."

Witnesses reported sporadic bursts of fire near Poti just after the 8 P.M. expiry of a government deadline for the town's surrender.

The mayor of Poti, Tengiz Baramidze, said he was in touch with Zugdidi, another west Georgian town held by Gamsakhurdia supporters, and expected to discuss extending the truce with Tengiz Kitovani, co-chairman of Georgia's ruling Military Council in Tbilisi.

Government troops took the upper hand in two clashes to the east of Poti on Tuesday afternoon, apparently leaving the Black Sea port open to the government advance.

Alexander Pogorishvili, a member of the ruling Military Council, said that government forces had taken the town of Abasha, about 40 kilometers (25 miles) from Poti, after a 14-hour gun battle.

Tbilisi's fighters also captured a bridge over the river Tskhenistskali. The river divides Samtredia, already in government hands, from Abasha.

"We will develop this attack," said Jaba Ioseliani, co-chairman of the Military Council, after his Mkhedrioni troops seized the bridge. "This not an opera. We will drive them into to the sea."

Mr. Gamsakhurdia was driven from Georgia on Jan. 6 after a two-week barrage by the opposition military alliance's guns on the parliament. He had sheltered in a bunker under the building.

On Thursday he returned to western Georgia, his homeland and the source of his strongest support, and called on his supporters to march on Tbilisi to reclaim power.

Red Tape and Corruption Stall Food Aid

By Keith Bradsher
New York Times Service

WASHINGTON — Two months after Agriculture Secretary Edward R. Madigan announced a $165 million program to send free American food to what was then the Soviet Union, no food has been delivered and only one contract, worth $15 million, has been awarded.

And that contract, providing for deliveries of mostly butter to Armenia, will not be carried out until Feb. 20 because shipping companies refused to lease refrigerated air-freight containers for fear they would be stolen, said the Reverend Yeznig Balian, who is supervising the delivery for the Diocese of the Armenian Church of America, which is based in New York.

As diplomats from four dozen nations and seven multilateral institutions prepare for meetings in Washington on Wednesday and Thursday to coordinate assistance to the former Soviet republics, aid programs remain bogged down by Western red tape and Soviet corruption.

The disappearance of German food parcels from St. Petersburg docks, the availability of Dutch ground meat on the Russian black market and the rejection of free British beef by Moscow authorities with possible links to hoarders have made headlines in the West.

The invisible twin of the problem there is caution verging on paralysis among Western aid officials, who lack the staff to supervise large-scale deliveries and find private voluntary organizations overwhelmed by the task.

The result is that while many Western and Russian experts warn that shortages could provoke the overthrow of the democratic governments in the former Soviet republics, any major Western assistance organized at the conference is unlikely to arrive soon.

Frustration is also causing American and German officials to speak seriously of sending humanitarian supplies with forces from the North Atlantic Treaty Organization, which will be represented at the conference.

The European Community has delivered barely half of the $300 million in food grants it pledged 13 months ago, a senior EC official said. None of the $600 million in food credits announced then and almost none of a recent $250 million package of grants have been disbursed, he added.

Japan has pledged $600 million in aid and credits but has only just begun deliveries after several months of worrying about who would repay the loans.

When Mr. Madigan announced the $165 million in food grants along with $1.25 billion in food credits on Nov. 18, the Agriculture Department had already been negotiating for a month or more with nonprofit groups.

But the need to insure that these groups have realistic distribution plans, guarding against spoilage and corruption, has kept a half dozen contracts from receiving final approval, said Roger D. Runningen, a department spokesman.

The delays have produced irritation at the highest levels of the U.S. Embassy in Moscow, administration officials said.

The food delivery issues will be taken up by a special committee at the conference this week, led by Canada, Britain and Germany. While new aid pledges are possible, the panel's main goal will be to assess where the shortages are and how to send aid where needed.

The first issue, American and foreign officials agree, is deciding the extent to which local food shortages are responsible for soaring prices. Russia removed many price controls on Jan. 2.

Supply and demand for food in Russia has been blurred by a general rise in prices and vanishing confidence in the ruble, which has given farmers a strong incentive to keep their savings in grain rather than in cash.

U.S. allies in Europe are pressing Washington to step up assistance once the needs are assessed.

"Though United States credits are considerable, in terms of grants United States aid has not been very impressive," said Frans Andriessen, a top official on the EC Commission, in an interview in Brussels. "I do hope the United States and other countries, including those from other continents, will contribute."

But existing aid delivery problems, coupled with some sharp criticism of President George Bush for paying too much attention to foreign policy, make any large increase in U.S. assistance unlikely, American officials said.

For those who want to flee the uncertainties of the new economics in the new republics, Foreign Minister Guido di Tella of Argentina said in an interview published Monday that his country would be willing to accept up to 100,000 immigrants from the Russian minorities in Estonia, Latvia and Lithuania, Reuters reported.

EC Says 57% of Aid to Soviets Is German

The Associated Press

BONN — Germany has contributed 57 percent of all promised international aid to the former Soviet Union, according to a new European Community report.

The report, issued on the eve of a 47-nation conference in Washington on assisting the former Soviet republics, will be fodder for German demands that more be contributed by other countries, including the United States, Japan and the wealthy Gulf states.

"Instability in the Commonwealth of Independent States will harm the whole world," said a government source, who provided a copy of the report. "We think that the burden should be divided fairly, on as many shoulders as possible."

According to the EC report, dated Monday, pledges of economic and humanitarian assistance by the 12-member Community since September 1990 account for 75 percent of all nonprivate aid earmarked for the Soviet Union and its successor, the Commonwealth. It said promised assistance totaled $79.8 billion, with Germany as the largest single pledge donor, at $45.8 billion — 57 percent.

The German total includes $8.4 billion for the pullout of Soviet Army troops from former East Germany and the construction of temporary housing for them back home. Critics, including U.S. officials, challenge the inclusion of the funds for the Soviet Army, saying that the aid was pledged in exchange for Moscow's consent to German unification.

All of Europe in your briefcase.

The authoritative business traveler's guides to 32 European cities, including a 1991 East Europe update.

Amsterdam, Athens, Barcelona, Belfast, Belgrade, Berlin, Brussels, Budapest, Copenhagen, Dublin, Dusseldorf, Edinburg, Frankfurt, Geneva, Helsinki, Istanbul, Liechtenstein, Lisbon, London, Luxembourg, Madrid, Milan, Moscow, Munich, Oslo, Paris, Prague, Rome, Stockholm, Vienna, Warsaw, Zurich.

If you're traveling in Europe on business, don't leave without your copies of the IHT's **Guide to Business Travel: Europe** and its 1991 update **Guide to Business Travel: East Europe.**

Written by long-time foreign correspondents Alan Tillier and Roger Beardwood, and published by the International Herald Tribune, these invaluable 658 pages provide current information on understanding local business customs, negotiating with government offices, selecting accommodations, dining, entertaining, tipping and more, in 32 European cities. Plus, city orientation maps.

And what's more, these IHT guides uncover the most sought-after phone numbers needed for doing business.

This two-volume set is a superb tool for every business traveler in Europe. *Order your guides today!*

The Best Resource for Business Travel in Europe.

Please send me ______ copies of the two-volume GUIDE TO BUSINESS TRAVEL EUROPE and EAST EUROPE at 150 French francs ($24.95) each plus postage 36 francs ($6) each in Europe, 48 francs ($8) each outside Europe

NAME 22-1-92
ADDRESS
CITY/CODE
COUNTRY TEL
Payment is by credit card only.
Please charge my credit card: ☐ Access ☐ Amex ☐ MasterCard ☐ Eurocard ☐ Diners ☐ Visa
CARD N EXP
SIGNATURE

Herald Tribune.

Return your order to International Herald Tribune, Book Division, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France
FAX (33-1) 46 37 06 51

UNIVERSITY DEGREE
BACHELORS • MASTERS • DOCTORATE
For Work, Life and Academic Experience • No Classroom Attendance Required
(213) 471-0306
FAX (213) 471 6456
Call or write for information or send detailed resume for Free Evaluation
Pacific Western University

To our readers in Vienna
You can now receive the IHT hand delivered to your home or office on the day of publication.
Please contact: Morawa - Vienna.
Tel.: 515 62 123

WORLD BRIEFS

Villages Retaken, Khmer Rouge Says

BANGKOK (AP) — Khmer Rouge guerrillas have repulsed government forces that attacked their positions in central Kompong Thom Province, Khmer Rouge radio asserted Tuesday.

Cambodian Red Cross officials said the fighting in the province, which began on Jan. 5, had driven at least 9,700 people from their homes.

The Khmer Rouge radio said that guerrilla forces recaptured all villages that had fallen southeast of the Stoeung district seat, killing 25 government soldiers and wounding 38 others in three days of fighting that began Sunday. It also asserted that hundreds of Vietnamese troops had led government regiments in the offensive. There was no way to verify the radio's assertions.

Croats and Army Hold Peace Talks

BELGRADE (Reuters) — Guns were silent across most of Croatia on Tuesday as the Yugoslav Army and Croatian officials held peace talks in Hungary to bolster their fragile cease-fire.

Croatia's military chiefs sent a protest to the army over truce violations on Monday, which it said cited a large number of air force flights over the newly independent state, machine-gun fire at a funeral and attacks in other areas. The army has also complained of violations by Croatian forces in recent days, but the battlefields were mostly quiet on Tuesday.

In the latest peace move, Croatian and Yugoslav Army representatives held talks in the southern Hungarian town of Pecs. The meeting was led by representatives of the European Community monitoring mission supervising the cease-fire.

Bonn Names 2 in '89 Bomb Killing

BERLIN (AP) — Federal prosecutors announced Tuesday the names of two Red Army Faction terrorists wanted for the 1989 bomb slaying of Alfred Herrhausen, the head of Deutsche Bank A.G., Germany's biggest commercial bank, who was killed Nov. 30, 1989, by an explosion in Bad Homburg, near Frankfurt.

A reward of 75,000 Deutsche marks ($47,000) was announced for information leading to the capture of Andrea Klump, 34, and Christoph Seidler, 34. They have long been wanted as Red Army Faction members but not specifically in connection with the Herrhausen slaying. Also sought are two other men — known only by the first names Stefan and Peter — who were not on wanted lists.

It was the first solid lead made public in the killing, and resulted from information supplied by a man who came forward and admitted he had helped the killers prepare for the attack, the Federal Prosecutor's Office in Karlsruhe said.

Bonn and Paris Study Joint Missions

BONN (AFP) — France and Germany will study the possibility of establishing joint diplomatic representation abroad, the German Foreign Ministry said Tuesday.

Meeting in Bonn, Foreign Minister Hans-Dietrich Genscher of Germany and his French counterpart, Roland Dumas, decided to create a group to look into the issue of joint diplomatic missions. Germany wants to open diplomatic facilities jointly with other members of the European Community in the former Soviet republics.

Protesters in Congo Confront Troops

BRAZZAVILLE, Congo (AP) — At least 2,000 people protesting army efforts to oust Andre Milongo, the civilian prime minister, barricaded a main street here Tuesday in an effort to prevent a deployment of troops, witnesses said.

The army high command ordered the barricades removed. It said on state radio, "We will resort again to the need for force to put an end to the disorder." But protesters said they would remain until Mr. Milongo, a pro-democracy advocate, spoke to them.

The army has demanded the resignation of Mr. Milongo, who went into hiding with his family late Sunday after the army took over key government facilities. He returned to his residence Tuesday, and sent a statement to The Associated Press accusing France of spreading misinformation about the coup attempt. The statement gave no details.

New Jersey Changes Welfare Rules

PENNSAUKEN, New Jersey (AP) — Governor Jim Florio signed legislation Tuesday that will make New Jersey the only state in the nation to deny additional benefits to mothers who have more children after they begin collecting benefits.

Opponents said they would challenge the measure in court, arguing that it would unfairly penalize children. Supporters say it will allow welfare recipients to take control of their lives.

The law would require recipients, including men, to participate in education or job-training programs or face the loss of some or all benefits. It would deny the current $64 monthly increase for an additional child, but women could work and earn up to 50 percent more than their total grant without losing any benefits. The law also would permit mothers to marry without losing assistance, a provision designed to strengthen families.

Correction

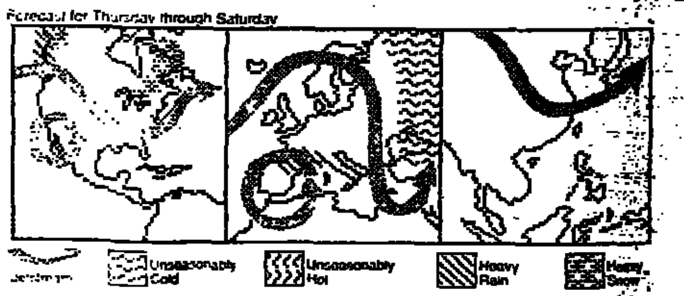
An article in the Jan. 9 editions on the buildup of Israeli settlements in the West Bank misidentified the party affiliation of Senator Phil Gramm of Texas. He is a Republican.

TRAVEL UPDATE

Three European airlines have begun flights to Vilnius, Lithuania, coordinating schedules to provide a link to Western Europe six days a week, a Swissair spokesman said. Swissair offers two flights a week from Zurich, Austrian Airlines has two from Vienna, and SAS offers two from Copenhagen. *(Reuters)*

The Weather

Forecast for Thursday through Saturday



North America

Unsettled weather will take place from the Great Lakes to the Atlantic Seaboard Thursday. Snow and ice will fall from Toronto to Montreal and New York City will be rainy. Chicago will be windy with flurries. California will remain dry.

Europe

North Central Europe including Paris and Berlin will have dry, chilly weather Thursday into Saturday. London will have dry weather, as well, but it will turn slightly milder by the weekend. Heavy rain will douse South Central Europe this week.

Asia

Snow and cold winds will hit northern Japan Thursday. From Tokyo to Osaka, it will be blustery with a shower or flurry, then rain may fall this weekend. Rain will begin in Taiwan Thursday, and it may shower in Hong Kong. Seoul will remain brisk and dry.

Europe

	Today High C/F	Today Low C/F	Today Wx	Tomorrow High C/F	Tomorrow Low C/F	Tomorrow Wx
Algarve	11/52	7/44	pc	13/55	6/43	c
Amsterdam	2/35	-7/20	s	2/35	-7/20	pc
Ankara	1/34	-3/27	c	2/35	-3/27	c
Athens	8/46	5/41	c	9/48	3/37	sh
Barcelona	8/46	0/32	sh	6/43	1/34	r
Belgrade	-3/27	-12/11	sf	0/32	-9/16	pc
Berlin	-2/29	-12/11	s	2/35	-12/11	s
Brussels	2/35	-4/25	s	2/35	-7/20	pc
Budapest	-3/27	-11/13	s	1/34	-12/11	s
Copenhagen	-2/28	-8/18	s	-1/31	-8/18	pc
Costa Del Sol	12/53	6/43	pc	14/57	6/43	sh
Dublin	7/44	3/37	c	9/48	4/39	c
Edinburgh	6/43	-1/31	s	8/46	2/35	c
Florence	4/39	-4/25	sn	5/41	-3/27	c
Frankfurt	-1/31	-7/20	sf	2/35	-9/16	pc
Geneva	-3/27	-8/18	sf	0/32	-8/18	sf
Helsinki	-1/31	-6/22	sf	-1/31	-8/18	pc
Istanbul	1/34	-2/29	c	1/34	-2/29	c
Las Palmas	14/57	10/50	pc	14/57	9/48	pc
Lisbon	11/52	6/43	pc	10/50	3/37	c
London	4/39	-1/31	s	2/35	-3/27	pc
Madrid	4/39	-3/27	pc	3/37	-6/22	sf
Milan	1/34	-8/18	sn	3/37	-7/20	c
Moscow	-6/22	-13/9	sf	-6/22	-12/11	sf
Munich	-4/25	-12/11	s	-6/22	-14/7	pc
Nice	5/41	0/32	r	6/43	-1/31	sh
Oslo	2/35	-4/25	pc	1/34	-7/20	pc
Paris	1/34	-7/20	pc	3/37	-5/24	pc
Prague	-3/27	-12/11	sf	-1/31	-11/13	s
Reykjavik	6/43	0/32	sh	3/37	0/32	sn
Rome	9/48	-1/31	sh	6/43	-1/31	sh
St Petersburg	-1/31	-7/20	c	-1/31	-9/16	pc
Stockholm	1/34	-7/20	pc	1/34	-5/24	c
Strasbourg	0/32	-7/20	pc	2/35	-7/20	pc
Tallinn	-1/31	-4/25	sf	0/32	-7/20	pc
Venice	4/39	-3/27	sn	3/37	-5/24	c
Vienna	-4/25	-11/13	s	-1/31	-12/11	pc
Warsaw	-2/29	-13/9	s	-2/29	-12/11	s
Zurich	-2/29	-11/13	pc	2/35	-9/16	sf

Middle East

	Today High C/F	Today Low C/F	Today Wx	Tomorrow High C/F	Tomorrow Low C/F	Tomorrow Wx
Beirut	13/55	6/43	c	14/57	3/37	sh
Cairo	14/57	6/43	pc	13/55	3/37	pc
Damascus	14/57	6/43	pc	14/57	1/34	pc
Jerusalem	9/48	2/35	pc	8/46	-1/31	pc
Riyadh	19/66	7/44	s	19/66	7/44	pc

Oceania

	Today High C/F	Today Low C/F	Today Wx	Tomorrow High C/F	Tomorrow Low C/F	Tomorrow Wx
Auckland	24/75	18/64	pc	23/73	18/64	pc
Sydney	27/80	18/64	pc	23/73	18/64	pc

Asia

	Today High C/F	Today Low C/F	Today Wx	Tomorrow High C/F	Tomorrow Low C/F	Tomorrow Wx
Bangkok	32/89	20/68	pc	31/88	19/66	pc
Beijing	1/34	-6/22	pc	2/35	-6/22	pc
Hong Kong	20/68	12/53	pc	20/68	12/53	pc
Manila	30/86	23/73	pc	31/88	24/75	pc
New Delhi	21/70	10/50	pc	20/68	9/48	pc
Seoul	1/34	-3/27	pc	0/32	-9/16	pc
Shanghai	7/44	0/32	pc	8/46	0/32	pc
Singapore	29/84	20/68	s	30/86	20/68	s
Taipei	17/62	11/52	pc	17/62	11/52	pc
Tokyo	8/46	-2/29	sh	8/46	-3/27	pc

Africa

	Today High C/F	Today Low C/F	Today Wx	Tomorrow High C/F	Tomorrow Low C/F	Tomorrow Wx
Algiers	12/53	7/44	sh	13/55	6/43	r
Cape Town	30/86	21/70	pc	30/86	17/62	pc
Casablanca	16/61	9/48	pc	18/64	8/46	c
Harare	27/80	11/52	pc	28/82	11/52	pc
Lagos	29/84	17/62	pc	29/84	17/62	pc
Nairobi	28/82	12/53	pc	28/82	13/55	pc
Tunis	16/61	9/48	sh	17/62	7/44	pc

Latin America

	Today High C/F	Today Low C/F	Today Wx	Tomorrow High C/F	Tomorrow Low C/F	Tomorrow Wx
Buenos Aires	29/84	18/64	pc	28/82	18/64	sh
Caracas	30/86	20/68	pc	29/84	19/66	pc
Lima	29/84	18/64	pc	28/82	19/66	pc
Mexico City	20/68	7/44	pc	20/68	9/48	pc
Rio de Janeiro	30/86	21/70	r	31/88	21/70	r
Santiago	29/84	12/53	pc	30/86	12/53	pc

North America

	Today High C/F	Today Low C/F	Today Wx	Tomorrow High C/F	Tomorrow Low C/F	Tomorrow Wx
Anchorage	-3/27	-11/13	c	0/32	-6/22	sf
Atlanta	16/61	5/41	c	15/59	4/39	pc
Boston	-1/31	-6/22	s	6/43	1/34	c
Chicago	7/44	3/37	r	4/39	-7/20	pc
Denver	6/43	-9/16	pc	3/37	-8/18	s
Detroit	5/41	2/35	r	2/35	-4/25	sf
Honolulu	27/80	18/64	pc	27/80	19/66	pc
Houston	18/64	8/46	pc	16/61	6/43	s
Los Angeles	20/68	9/48	s	20/68	7/44	s
Miami	26/79	17/62	pc	26/79	15/59	pc
Minneapolis	3/37	-8/18	pc	-3/27	-12/11	pc
Montreal	-8/18	-14/7	pc	0/32	-5/24	sf
Nassau	24/75	17/62	pc	24/75	17/62	pc
New York	3/37	-2/29	s	7/44	1/34	r
Phoenix	18/64	6/43	s	17/62	7/44	s
San Fran.	13/55	6/43	pc	14/57	7/44	pc
Seattle	9/48	4/39	c	8/46	3/37	sh
Toronto	2/35	-2/29	pc	3/37	-3/27	sh
Washington	8/46	0/32	s	10/50	1/34	r

Legend: s-sunny, pc-partly cloudy, c-cloudy, sh-showers, t-thunderstorms, r-rain, sf-snow flurries, sn-snow, i-ice. All maps, forecasts and data by Accu-Weather, Inc. [illegible]

[illegible] من الأصل

As Bush's Woes Mount, His Staff Differs on the Diagnosis

By Andrew Rosenthal
New York Times Service

WASHINGTON — The struggle over how to stop President George Bush's political slide has provoked staff rivalries in the White House and intensified a broader debate over campaign tactics and economic policy, according to administration officials and Republican strategists.

Inside the White House, they said, there is a lingering sense of confusion as Samuel K. Skinner, the new chief of staff, struggles to gain control of the policy apparatus and dominate Richard G. Darman, the powerful White House budget director.

Their conflict, concealed by a public veneer of cordiality, is linked to a disagreement over whether Mr. Bush has a public relations problem or a fundamental flaw in his domestic policy apparatus.

So far, Mr. Bush is said to have accepted the contention, held primarily by Mr. Darman, that his political problems are more a matter of communications than substance.

The White House's efforts to come to grips with the political slide have produced a sporadic series of economic initiatives as well as political gestures.

But there is a general agreement among administration officials, campaign aides and Republican strategists that whatever the diagnosis, Mr. Bush is struggling to catch up at a time when he should be commanding the political field.

Many officials regard his approach as piecemeal and are frustrated that Mr. Bush bowed to Mr. Darman's insistence that the formal announcement of the economic growth package be held for the State of the Union Message next Tuesday.

To help cure the disarray that has struck the White House only four weeks before the New Hampshire primary, the first in the nation, Mr. Bush met with Mr. Skinner to receive his first plan to reorganize the White House staff, an approach that is expected to be unveiled this week. Officials said the plan would focus on communications rather than policy-making.

The sense of political shakiness in the White House was reinforced this week as CBS News disclosed the results of a new poll in which approval of Mr. Bush's handling of foreign policy, his strongest suit, had fallen below 50 percent for the first time. The drop, to 48 percent, was recorded after Mr. Bush's trip to Japan and represented an 11-point decline from a New York Times/CBS News Poll a week earlier.

The CBS poll of 2,897 adults, conducted on Jan. 14-19, had a margin of sampling error of plus or minus 2 percentage points. It showed that public approval of Mr. Bush's handling of the economy had slipped to 19 percent, from 23 percent in the previous poll. Jimmy Carter, whose lowest score for economic policy was 15 percent in July 1979, was the last president with an economic rating in this range.

It also found that 43 percent of those polled said they would vote for a Democrat if the election were today. Only 38 percent said they would vote for Mr. Bush.

The latest poll comes as the White House puts the finishing touches on the president's State of the Union Message, which is being presented by the White House as the pivotal moment in both the last year of Mr. Bush's first administration and in setting the stage for his re-election campaign.

White House and campaign aides are counting on the speech to give a lift to Mr. Bush's struggling campaign for the New Hampshire primary on Feb. 18, but his top advisers remain divided over whether the president's economic growth plan goes far enough.

Having lost the battle over the details of Mr. Bush's growth proposals, conservatives in the administration and the Republican Party are already arguing behind the scenes that the plan will not go far enough toward improving the economy or correcting the politically damaging impression that Mr. Bush is too detached from the concerns of average citizens.

Other officials contend that there is little Mr. Bush can do to right the economy, a view supported by many economists, and that the main problem is to make voters believe that he is trying.

"Bush seems to have bought the line that it's a communications problem, not a policy problem," one official said. "We're floundering. You have no growth for two years and the White House sits around saying: 'Gee, we're falling. We haven't communicated. We've got to show we care.' "

Searchers in France Find Jet's Recorders

By Barry James
International Herald Tribune

PARIS — Rescue workers on Tuesday found both flight recorders of an Airbus A-320 airliner that crashed with the loss of at least 87 lives, and sent them to Paris for investigation into the cause of the accident.

The crash was the third involving an Airbus A-320, a twin-engine, computer-guided airliner that went into service in 1988.

The Air Inter jet, with 96 people aboard, plowed into a wooded 800-meter (2,600-foot) peak in the Vosges mountains of eastern France while approaching the Strasbourg airport Monday night. Nine survivors waited for almost five hours until rescue workers arrived, and huddled around pieces of blazing wreckage in the freezing temperatures.

The survivors, who included a 13-month-old girl, were seated in the rear section of the plane, which broke off and remained intact as the fuselage hurtled through trees.

"We were ready to land, we had on our seat belts, and then I realized we had hit something," said Pierre Cota, 45.

"There was a lot of noise, and flames," he said. "I grabbed the boy next to me, and went out through a hole in the plane."

The jet, on a domestic flight from Lyon, went down without warning. Investigators hoped that either the cockpit voice recorder or the flight data recorder would reveal the causes of the crash, which occurred in poor visibility.

Some pilots have criticized the A-320, which is controlled by computers, as too sophisticated. It is designed to be flown by a two-person flight crew.

A French union representing pilots and navigators issued a statement reminding that it has long opposed the principle of having a flight crew of two rather than three.

Pilot error was blamed for both previous accidents involving A-320s. One crashed with the loss of three lives at an airshow near Mulhouse, France, in June, 1988. The other, an Indian Airlines aircraft, crashed during an approach at Bangalore airport.

Airbus Industrie, the European consortium that assembles the planes at Toulouse from components produced all over Europe, has not issued any comment on the accident pending the result of the official inquiry.

Experts said the investigation needs to clear up a number of questions:

- Why was the aircraft apparently flying several hundred meters lower than it should have been?
- Did the crew receive any warning they were too close to the ground or that they were not on the flight path to the airport?
- Was there a problem of icing on the wings?
- Why did the plane's location beacon fail to operate after the crash, making it difficult for rescuers to find the wreck?

Another survivor, Nicolas Skourias, 26, said he managed to get out of the plane and pull a few others out with him.

"It happened very fast," he said. "We were hitting things for about 10 or 15 seconds. We went several hundred meters, careening left and right, forwards and backwards.

"I panicked at first. I said this couldn't be happening to me. Then I found myself alive."

Bush Plans To Bolster Head Start

Compiled by Our Staff From Dispatches

CATONSVILLE, Maryland — President George Bush said Tuesday that he would propose a $600 million increase in funds for Head Start to enable the preschool program for poor children to enroll 157,000 more youngsters.

If enacted in time for the next fiscal year, the proposal would be the biggest budget jump in the 27-year history of the program and would mean the program's budget had more than doubled, to $2.8 billion, in Mr. Bush's presidency.

Democrats in Congress, already jockeying to raise Mr. Bush's bid, were preparing a $1 billion increase. The increases would take effect during fiscal 1993, which starts Oct. 1.

Mr. Bush flew to a Head Start center in this Baltimore suburb to announce his proposal.

The White House said Mr. Bush's initiative amounted to a 27-percent increase and would allow Head Start to serve 779,206 children, or 157,206 more than this year.

In the 1988 campaign, Mr. Bush pledged to expand Head Start so that all eligible 4-year-olds were enrolled. At the time, the government was spending $1.2 billion on the program and reaching only about one-fifth of poor children.

Currently, about 622,000 children are enrolled, which the White House said was 60 percent of those eligible. *(AP, UPI)*

AMERICAN TOPICS

Do Candy Cigarettes Promote Smoking?

California is considering a ban on the sale of candy cigarettes, shredded bubble gum that resembles chewing tobacco, and other tobacco look-alike products. Mike Thompson, a state senator, says these should be outlawed because they teach children "how to become good smokers and good consumers of tobacco products."

"They look like a cigarette," he said, holding a box of "Marlbro" bubble gum sticks that resembles a pack of Marlboro cigarettes. His bill to ban tobacco look-alikes is before the state senate's Judiciary Committee. The measure, supported by health groups, failed to clear the committee last year by one vote.

The bill is opposed by the candy industry, which claims that bubble gum cigarettes, chocolate cigars and similar products give the young a safe alternative to real tobacco.

Short Takes

Objections quickly arose when Strasburg, North Dakota, was granted $500,000 in federal funds to build a museum honoring its favorite son, the bandleader Lawrence Welk, now 88 and living in retirement in California. "What will they do for an encore?" asked Representative Silvio O. Conte, a Massachusetts Democrat. "Renovate Guy Lombardo's speedboat? Or restore Artie Shaw's wedding tuxedo?" Federal authorities canceled the grant. But the Welk homestead, restored through private efforts, has drawn 6,400 visitors since it opened in May. "No federal funds have been used," a sign says.

People are returning to the early-to-bed, early-to-rise rhythm of several generations ago, The Washington Post reports. Traffic engineers say more cars are on the road before dawn. Power companies report a drop in electrical demand after 9 P.M. Television stations have noticed the trend and many are starting prime-time programs an hour earlier. Experts attribute this to the increasing number of two-job couples who must run errands and do chores before work; the aging of the population, leaving people with less nervous energy at the end of the day, and increasing health consciousness, which gets more people up early for jogging.

How should a husband behave toward the man who has stolen his wife? Judith Martin, in her syndicated "Miss Manners" column, advises, "Any nastiness you exhibit will be attributed by everyone who witnesses it to your devastation at losing your wife. That can only add to the triumph of the man who spirited her away from you — surely not the effect you hope to achieve. However, if you greet him not only politely but enthusiastically, you will plant the idea that he has done you a favor. Think about that. He is bound to do so."

Arthur Higbee

Reuters

ANOTHER TRIAL FOR GOTTI — Jury selection began Tuesday in New York in the trial of John Gotti, 51, the reputed organized crime leader who is charged with ordering the killing of Paul Castellano, his predecessor as head of the Gambino family. This is the fourth trial since 1986 for Mr. Gotti, second from right in an earlier photo, who faces a possible life sentence if convicted.

LANVIN
PARIS

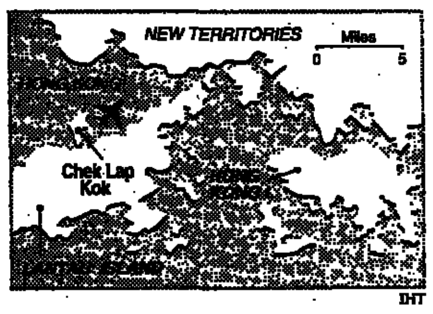
From Saturday 11th to Saturday 25th January
from 9:30 a.m. to 6 p.m.

SALES
GENTLEMEN

2, rue Cambon
244, rue de Rivoli
75001 Paris. Tél. : (1) 42.60.38.83

Sinking Feeling at Hong Kong Airport

By Laurence Zuckerman
International Herald Tribune



HONG KONG — The plan to build a huge international airport here is moving ahead at a rapid clip, racing to meet a completion date in 1997, the same year Beijing will take possession of the colony. But some critics say the airport project is in danger of going under — literally.

Engineers and contractors associated with the project say that its British managers, in their haste to finish the airport on time and within budget, have relaxed standards and are leaving out a critical step that would insure that runways will not sag and will be able to withstand an earthquake.

"The feeling is, whatever happens after 1997 is not their problem," said an engineer familiar with the project who, like most other critics, asked not to be identified.

But Richard Allen, chief executive officer of the Provisional Airport Authority, the government-owned corporation directing the project, said in an interview that although there was time pressure, the authority had not cut corners.

"We are satisfied that these issues have been addressed very carefully," he said.

Ever since the Hong Kong government began thinking about building a new international airport in the mid-1970s, the project has risen and fallen with the times.

In the early 1980s, authorities adopted a plan to level two small islands on the outskirts of the city's harbor and use the resulting rubble to create an even bigger artificial island to house the airport.

Considered too costly at first, the plan was shelved only to be resurrected in 1989 by Sir David Wilson, Hong Kong's governor, as a way to lift local confidence in the colony's future in the wake of China's crackdown on pro-democracy protesters in Tiananmen Square.

A suspicious Beijing, however, in effect blocked the $16 billion project, which many observers claim is the key to the colony's continued prosperity.

In July, after months of tortured negotiations, the project was put back on track when Prime Minister John Major of Britain agreed to be the first Western leader to visit Beijing since the 1989 crackdown.

Mr. Major signed an accord granting Beijing a supervisory role over the airport project and promising to leave at least $3.2 billion in Hong Kong's treasury when it is returned to the mainland in 1997.

The new assertions that building standards have been relaxed center on the contract to build an airport island.

The two small natural islands that are the anchors of the site — Chek Lap Kok and Lam Chau — occupy only one-quarter of the future 1,248-hectare (3,084-acre) airport island. The remainder is occupied by seawater.

In a recent speech, Mr. Allen said that when construction of the island begins in May, workers would be moving "on average 250 tons of rock, mud and sand per minute, every minute, 20 hours a day, 365 days a year, for two and a half years."

Even before the island is entirely completed, work will begin on the airport terminal and the first of two 3,800-meter runways.

A key worry when reclaiming land on such a large scale is that the fill will settle as time passes.

At Kansai Airport, for example, which is being built on a 511-hectare man-made island in Osaka Bay, Japanese engineers badly miscalculated the rate of settlement, reportedly resulting in $3.3 billion in cost overruns in the first phase of construction.

To avoid such headaches — and to save time — Hong Kong's airport designers decided to dredge out the layer of soft mud on the sea floor that is responsible for a large proportion of long-term settlement.

In addition, the design calls for high-quality rock fill from Chek Lap Kok to be placed under the airport's two runways to insure that they will be able to withstand the stress of airplane landings and of earthquakes.

But when the contract was put out for tender to six international consortiums in November, some bidders were surprised that it did not require the winner to compact the fill to a specific density in order to minimize settlement.

Mr. Allen insists that it is the contractor's responsibility to insure minimal settlement, but a member of one of the consortiums bidding on the project says the document merely requires the contractor to maintain the fill at a certain level for 25 weeks after the contract is completed.

Several engineers with land reclamation experience in Hong Kong say densification, which is generally estimated to cost around 3 percent of a project's total budget, is not necessary if you use high-quality fill.

But tests conducted for the Hong Kong Airport Authority last summer indicated that even the top-grade fill found at Chep Lap Kok required densification.

Around the same time, the Airport Authority issued an addendum to the original tender documents relaxing the specifications for the fill under the runways.

Rather than requiring only gravel and hard rock, contractors are now permitted to use a percentage of sand and clay as well.

The reason for the change, said several engineers familiar with the project, is that there is not enough hard rock on Chek Lap Kok to meet the original requirements.

It is generally accepted that the finer the fill material, the more prone it is to long-term settlement and possible failure in the event of an earthquake.

Several engineers suggested that Mr. Allen might be waiting to see how the island construction goes and then, if necessary, award an additional contract for densification.

But experts say that could end up being much more costly.

"If the experts say it should be densified, the time to do it is early rather than late," said James Mitchell, a professor of civil engineering at the University of California at Berkeley and one of the world's leading geotechnical engineers.

Mr. Allen, who is an engineer, said the authority's objective was to have a minimum of changes after the island contract was completed.

He acknowledged that the addendum was issued because the investigation of Chek Lap Kok had not been entirely completed when the job was first put out for tender in November.

But he expressed confidence that there was enough high-quality rock on the island to complete the job.

"We've been working there for 18 months, drilling, blasting, investigating, cutting roads across the island," he said. "We don't know everything, but we know a helluva a lot, and I am confident."

Cuba Defends Execution of Exile

Reuters

HAVANA — The government, defending the execution of an exile captured trying to enter the country with arms and explosives, said Tuesday that it would crush internal challenges to its rule.

The newspaper Granma called Monday's firing-squad execution of Eduardo Diaz Betancourt, convicted of sabotage, terrorism and anti-government propagandizing, "just and exemplary."

Two other exiles had death sentences commuted to 30-year jail terms.

The editorial said, "We will not allow defeated counterrevolution to raise its head. We will crush without hesitation every attempt made. We will not allow the slightest opportunity for the squalid and miserable ranks of the internal fifth column to raise their heads."

The three exiles, from Miami, were captured with arms and explosives Dec. 29 shortly after landing by dinghy on the shore of northern Matanzas Province.

Several foreign leaders asked Havana for clemency for the three men.

Granma said that although Washington could not be held directly responsible for the abortive raid, it had allowed Cuban exile groups to plan and launch such attacks with impunity from U.S. territory.

Most of all, the newspaper said, the U.S. government maintained an "aberrant and obstinate policy to destroy the Cuban revolution" that encouraged anti-Communist exile groups in Florida and "delinquents, outlaws and social garbage" inside Cuba.

The editorial seemed to echo hints by senior officials that if Washington adopted a friendlier policy, Havana might give more political space to those who disagreed with its one-party system.

SALES
FROM JANUARY 18 TO FEBRUARY 4
Rue de Paradis
PARIS
30 STORES
CHINA
SILVERWARE
CRYSTAL
LA RUE DE PARADIS - PARIS 10°

An IHT gift subscription means
a free holiday gift — plus free weeks
added to your own subscription.

A subscription to the IHT is an ideal year-long gift for a friend or business acquaintance — especially at our special gift rate of up to 47% off the newsstand price.

Give the IHT as a gift.

For each six- or twelve-month subscription that you give as a gift, we will send you the Oxford Arts Encyclopedia illustrated above. And, of course, we'll send a handsome card, signed as you specify, to the recipient, announcing your gift.

In addition, we will extend your subscription by one week for each month's gift subscription you enter. For example, if you order two one-year gift subscriptions, your own subscription will automatically be extended by 24 weeks.

Subscribe for yourself.

If you're subscribing for yourself for the first time, and you choose a six- or twelve-month subscription, you will receive the Oxford Arts Encyclopedia free.

Just complete the coupon below and send (or fax) us copies for each order. And leave the rest to us.

INTERNATIONAL Herald Tribune
Published With The New York Times and The Washington Post

Country/Currency		12 months (+52 free issues)	6 months (+26 free issues)
Austria	A. Sch.	5,500	3,000
— *hand delivery	A. Sch.	5,800	3,200
Belgium	B.Fr.	12,000	6,600
Denmark	D.Kr.	3,400	1,900
Finland	F.M.	2,200	1,200
France	F.F.	1,700	935
Germany (mail)	D.M.	640	352
— *hand delivery	D.M.	810	416
Great Britain	£	175	96
Greece	Dr.	57,000	31,400
Ireland	£Irl.	195	107
Italy	Lire	450,000	250,000
Luxembourg	L.Fr.	12,000	6,600
Netherlands	Fl.	650	360
Norway (airmail)	N.Kr.	3,000	1,650
— *hand delivery	N.Kr.	3,200	1,760
Portugal	Esc.	40,000	22,000
Spain (mail)	Ptas.	40,000	22,000
— **hand delv. Barcelona Bilbao, Seville, Valencia	Ptas.	43,500	24,000
— **hand delv. Madrid	Ptas.	55,000	27,500
Sweden (airmail)	S.Kr.	2,600	1,430
— *hand delivery	S.Kr.	3,100	1,700
Switzerland	S.Fr.	540	295
Rest of Europe, N. Africa, form. French Africa, Middle East	$	600	330
Rest of Africa, Gulf States, Asia Central/Latin America	$	750	412

Special gift rates for new subscribers only.
Offer valid through January 31, 1992.

Please indicate which gift subscription term you prefer and fill in the recipient's name and complete address.

22-1-92

☐ 12 months (+ 52 free issues, 364 issues in all.) ☐ 6 months (+ 26 free issues, 182 issues in all.)

☐ Please check here if you prefer to send the free Oxford Encyclopedia to the recipient.

Recipient's Name ____
Address ____
City/Code/Country ____
My name as it should appear on the gift card ____
Address ____
City/Code/Country ____
My subscription account number ____
☐ My check or money order is enclosed (payable to the International Herald Tribune).
☐ Please charge my credit card:
☐ Access ☐ American Express ☐ Eurocard ☐ Diners ☐ MasterCard ☐ Visa
Card No. ____
Exp. Date ____ Signature ____

Send to: International Herald Tribune, Subscription Manager, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Tel.: (33-1) 46 37 93 61. Fax: 46 37 06 51. Telex: 612832.

* At these rates, you can get morning hand delivery in the following cities: Berlin, Vienna, Oslo, Stavanger, Stockholm, Göteborg and Malmo. For information concerning special hand-delivery in other major German cities call toll free IHT Germany at: 0130-84 85 85 or fax (069) 69.48.94. Rates do not include free issues.

** At these rates, hand delivery is available by morning in Barcelona, the same day in Seville and the next day in Bilbao and Valencia. For Madrid, hand-delivery is available by morning, but without the free issues.

Seoul Tells Japan: Compensate Women

Compiled by Our Staff From Dispatches

SEOUL — South Korea has decided to ask Japan to compensate Korean women who were forced to provide sex to Japanese soldiers during World War II, it was reported Tuesday.

The decision was made at a meeting of senior officials from 16 government offices, including the ministries of Justice, Education, Culture and Home and Foreign Affairs.

The interministerial session was called after President Roh Tae Woo last week ordered a thorough investigation of the issue, which has rekindled anti-Japanese sentiment among South Korea's 42 million people.

The officials agreed that since the issue of forced sex did not specifically come up in the 1965 normalization treaty, which covered war reparations, Seoul would be justified in seeking redress from Tokyo for the "comfort women."

Only this month has the Japanese government acknowledged that the army was involved in forcing Korean women to provide sex for the occupying Japanese army. Formerly, it had held that private enterprise had been responsible.

Prime Minister Kiichi Miyazawa of Japan, fresh from a visit to Korea, said Monday that Tokyo should compensate the women.

During his visit last week, Mr. Miyazawa apologized for Japan's abuse of the women, but he seemed to indicate that the issue of compensation should be left to the courts.

The Japanese cabinet spokesman, Koichi Kato, said in Tokyo on Tuesday that "although it may be difficult according to legal argument, we would like to consider some sort of measures to express our feelings of remorse," the news agency Kyodo Tsushin reported.

He declined to say whether financial compensation would be considered, Kyodo Tsushin said.

Three former "comfort women" filed suit in Tokyo District Court in December seeking $160,000 in damages.

A spokesman was quoted by Yonhap news agency as saying Seoul would strongly urge Tokyo to reveal the truth, compensate the victims and reflect the new findings in its history textbooks.

South Korea is to carry out its own investigation under an interministerial committee due to meet for the first time Thursday.

The Education Ministry ordered an investigation Saturday into school records to see how many girls were cajoled by their Japanese teachers into serving in the "self-sacrifice" labor units. *(AFP, AP)*

Greece-Armenia Ties Forged

Agence France-Presse

ATHENS — Greece and Armenia signed accords on Monday establishing diplomatic relations and economic cooperation between the two states.

Southeast Asia Burying the Cold War

By Michael Richardson

International Herald Tribune

SINGAPORE — For the first time since the end of World War II, countries of Southeast Asia seem set to bury Cold War conflicts and develop closer political ties to stimulate economic growth throughout the region.

Leaders of the non-Communist Association of Southeast Asian Nations, at a meeting in Singapore on Monday and Tuesday, will approve recent formal offers from Vietnam and Laos to sign a treaty of friendship and cooperation later this year, officials say.

The ASEAN members — Brunei, Indonesia, Malaysia, the Philippines, Singapore and Thailand — see the signing as a first step toward a greater Southeast Asia that will also include Cambodia and Burma.

Singapore's foreign minister, Wong Kan Seng, said the treaty had the potential to "bring together all states in Southeast Asia to observe common principles and norms like the peaceful settlement of disputes."

Vietnam's deputy foreign minister, Le Mai, said that for the last 45 years, the region had been divided into two opposing camps. "Now we can be one group, with the same principles of coexistence and cooperation on the basis of equality and mutual benefit," he said.

ASEAN is eager to promote regional reconciliation to consolidate free-market changes in Indochina.

The Thai prime minister, Anand Panyarachun, said Southeast Asia should tap its "immense economic potential" by developing closer economic and trade ties.

"The more we forge such an interlocking web of mutually beneficial ties," he said, "the more we can be assured of a long and lasting peace" in the region.

Analysts say ASEAN also wants to provide Vietnam, Laos and Cambodia with an alternative to reliance on China.

The director-general of Malaysia's Institute of Strategic and International Studies, Noordin Sopiee, said an important strategic objective for ASEAN was to prevent a situation that would push North Korea, China and Vietnam "into an alliance of the Reds."

But the ASEAN nations, wary of weakening their association, appear uncertain how fast to extend full membership to the Communist governments in Hanoi and Vientiane.

Second of two articles

The treaty of friendship and cooperation was drawn up by ASEAN in 1976 after the defeat of the United States and its allies in Indochina. So far, only the six ASEAN states and Papua New Guinea have signed it.

After the Vietnam War, the regimes in Hanoi, Phnom Penh and Vientiane spurned offers of friendship from ASEAN and tried instead to construct a rival Communist bloc in Indochina.

But continuing costly conflict between Vietnam and Cambodia, economic decline throughout Indochina and the break-up of the Soviet bloc made a Cambodian settlement, reached in Paris in October, vital for Vietnam's survival.

Mr. Le Mai said Hanoi's foreign policy now aimed "to make friends with all nations and to create the peaceful atmosphere for us to concentrate all our efforts on economic development."

But many ASEAN officials are cautious about opening the doors of the group to other countries that are not economically and politically compatible.

This is considered especially important in an association like ASEAN, which cannot make a decision if one member objects.

"We must ensure," said Abdullah Ahmad Badawi, Malaysia's foreign minister, "that regional engagement strengthens ASEAN rather than weakens it, builds upon past successes rather than undermines them, and preserves ASEAN cohesion instead of diluting it."

As they try to shape a new political and security order for the region, ASEAN countries must reconcile differing views over the role that the United States and other outside powers should play in regional affairs now that a perceived military threat from the Soviet Union has dissipated.

Singapore, which already allows U.S. warships and aircraft regular access to its ports and airfields, recently agreed in principle to an American request to relocate a naval logistics command headquarters from the Philippines to Singapore.

Singapore officials do not expect opposition at the ASEAN meeting next week to the offer of increased access for U.S. forces. One said that there was "a recognition that the present equilibrium in the region" served the interests of all ASEAN countries.

But analysts say that while Singapore, Thailand and Brunei want U.S. military forces to stay in the region to help maintain stability, Malaysia, Indonesia and the Philippines prefer to work toward greater self-reliance in regional security.

At a recent forum in Kuala Lumpur, Mochtar Kusumaatmadja, a former Indonesian foreign minister, said, "We cannot allow the security of our region to be dependent on the vicissitudes of the U.S."

But Tommy Koh, director of Singapore's Institute of Policy Studies and a former ambassador to Washington, said the United States was a "benign" power.

"Are we prepared to allow the vacuum created by the U.S. withdrawal to be filled by Japan, China or India, or a consortium of the three?" he asked.

Parking Clampdown Leaves Britons Fed Up

By William E. Schmidt

New York Times Service

LONDON — Ever since John Thompson tried to dump the parking worker into Torquay harbor, people will not let him pay for his own beer.

Mr. Thompson, a businessman in southwest England, recently became a kind of national hero for doing what thousands of motorists have probably wanted to do themselves. After discovering that an employee's parked car had been immobilized by a wheel clamp, he took a forklift truck, hoisted a van carrying a worker from a private car clamping company and tried to dump the van into the harbor.

As it turned out, the forklift jammed, with the van three meters (10 feet) in the air and short of the water. But Mr. Thompson's act has become a rallying point for British drivers, who say the police and some private business owners have too often resorted to the clamp to immobilize vehicles.

The clamp is fitted around the wheel of a parked car to prevent it from being moved. In the United States, it is usually used against scofflaws who have accumulated unpaid parking tickets.

But in central London, it has become one of the main weapons used by the police in the war against illegal parking. The metropolitan police clamp an average of 10,000 to 12,000 cars a month.

The debate over the use of clamps has widened in the last two years, mostly because of increased activity by private clamping companies outside London that work under contract to private landlords or public agencies.

In most cases, the clamps are used on vehicles believed to be illegally parked on private property. But lawyers from the Royal Automobile Club say business owners have no legal right to clamp a car just because it is on their property.

"What's the difference between doing that, and throwing somebody in irons because they happen to walk across your lawn?" said Jeff Pollard, a lawyer for the club.

Although he was not charged by the police for trying to dump the car clamper and his van in the harbor, Mr. Thompson has agreed to pay for damaging the van.

He says it was worth it. The car that was being clamped was legally parked in a space leased by his company.

"These clampers have got up a lot of people's noses," Mr. Thompson said.

CONFERENCES

RECYCLE '92
5th INTERNATIONAL
FORUM AND EXPOSITION
DAVOS, SWITZERLAND
APRIL 7-10 1992
PROCESSES
BIO-TECHNOLOGIES
SUSTAINABLE DEVELOPMENTS
LEGISLATION CHANGES
MAACK BUSINESS SERVICES
Switzerland
Tel: 41+1/781 30 40
Fax: 41+1/781 15 69

IMPORT/EXPORT

QUALITY USED CLOTHING 15 million pounds, sanitized, recycled, sorted, designer labels, children, adults. Jeans, dresses, jackets, pants, corduroy, leather, coats, ties, skirts, sweaters, shirts, socks etc. Immediate delivery. FOB NYC: 25 cents per pound, exporters/importers, dealers protected, inspection suggested, government inquiries welcome. Tel: 718-948-6626, Fax: 201-385-2519 USA.

GOOD USED GARBAGE TRUCKS. Large Stock-We Export Trucks & Parts. Tel: 813/247-4636 Fax: 813/247-4465.

IMPORT/EXPORT

FACTORY NEW - SURPLUS S.S. VALVES
Available for IMMEDIATE delivery. 2"-12" ISHIDA "CRAFT" Valves. 300 LB Flanged 316 S.S. gate valves. Fax (Canada) 416-795-8777 for details.

BUYERS DISCOVER WORLDSOURCE. Shop America and the world with one fax for the lowest quotation. If you buy it, WorldSource will supply it at the lowest possible cost on the world market. USA Fax: 516-351-1411. Request literature.

CHICKEN HALAL "Broiler's Chicken" 5,000 metric tons per mo., country of origin U.S.A. Printing in English & Arabic with Halal certified & stamped. $1,115 per metric ton C&F Europe. Contact: INTEREUROPEAN IMPORTS Fax: 212-262-1951 Tel: 212-262-9711

RENO CIGARETTES
100% made in the USA cigarette, Blue Label, priced to sell.
FAX: 718-275-7763 USA

BUSINESS OPPORTUNITIES

BROKERS NEEDED
Do you want to act as an agent for an International Bank which finances long term loans and collateral. For information please fax: Attorney N.B. Caleb, Fax no.: 512/795-9936. Or write: 8405 Bell Mountain Drive, Austin, Texas 78730 USA.

BUSINESS MESSAGE CENTER

BUSINESS OPPORTUNITIES

BUCHAREST, ROMANIA
Ban Int'l, Bucharest, Romania. We are in the preparatory stages for the building of an apartment house, American style, with all the latest improvements, services and round the clock guard on duty, in a central, quiet area of Bucharest, near a 5-star hotel which is also in preparatory stages. The apartments, from 60 to 300 sq.m. in size, will be built according to the requirements of the dwellers. There are two possible ways of acquiring an apartment: 1. Purchase: Prices ranging from $1,100 to $1,300 per sq.m., according to the size of the apartment. Payment terms will be 25% at the time of the agreement and the remainder upon transfer of the apartment. 2. Long term rental (minimum of 10 years): at the price of $10 to $12 per sq.m. per month, according to the size of the apartment. In both cases a bank guarantee from a leading Swiss bank will need to be provided for any payment. The building will be ready within 24 months. Interested parties can contact our office in Switzerland: P.O. Box 446, CH 6301 Zug. Fax: 00-41-42-215124.

TECHNOLOGY TRANSFER OFFER Drastic & cost saving reduction of acoustic/vibrational/shock-influence on gyroscope/reed-relay/in general: mantled aerospace parts by x-ray real time test-technology. DYNAMIC ON-LINE REPRESENTATION: Wide range adaptability. Inquiries to: MEDEM GmbH, Munich. Fax: (49)-89-759-48-22

BUSINESS OPPORTUNITIES

MONEY EXCHANGE
NO COMMISSION
Good rates without charges.
Special rates for large amounts.
B.N.C. MADELEINE
11 rue Tronchet 75008 Paris
Tel (1) 47 42 64 49 Fax 47 42 73 99
10 rue Monge 75005 Paris
Tel (1) 43 26 99 70 Fax 43 26 25 23
Open everyday except Sunday

45' MOBILE SPORTS TRUCK
USA Auction Feb. 19, 1992, 10 AM Inspect-Register February 18th, all at Swiderski Electronics, 1200 Greenleaf Ave., Elk Grove Village, IL 60007 USA.
Is equipped. Terms: Cash, Certified Check or your Company Check & your Bank's Irrevocable Letter of Credit that guarantees payment. Full payment is due Feb. 20, 1992, at 12 Noon CST. For information call: PROVID SUPPLY CORP., (314) 469-7297 USA.

CANADIAN INVESTMENT OPPORTUNITY
Large commercial site operating restaurant, gas bar, ideally located 35 kms from Montreal. Zoning complete for future shopping plaza and hotel. Reply: Mr. Goodman-Fax 514-866-3217

BUSINESS OPPORTUNITIES

INTERNATIONAL OFFSHORE COMPANY INCORPORATIONS FROM US$150
Comprehensive professional services include nominees, Representative offices, Powers of attorney, telex, telephone, Fax, mail forwarding worldwide.
Island Resources
Nevana House,
Sefton, Isle of Man.
Phone: (0624) 824555
Tx 629552 Island G. Fax (0624) 822949

OFFSHORE COMPANIES & TRUSTS
We specialize in the formation of holding, import export, investment and all types of Offshore Corporations in Panama, providing full range of management services and banking arrangement facilities.
For further information please contact: ECT INTERNATIONAL S.A.
P.O. Box 032 - Panama 5, Panama
Fax (507) 69-2509, Tel (507) 69 2948

TEXTILE MACHINERY
Tampon Production Machine
Cotton Swab Forming Machine
Cotton Pad Machine
K. Fresbern Ludwig & Co. AG
CH-8645 Wagen b. Jona
Switzerland
Tel. (55) 29 31 41 Tlx. 875549 FALU CH
Telefax 55 29 42 40

BUSINESS OPPORTUNITIES

PACIFIC COAST - COSTA RICA resort for sale. Established 14 yrs. Seaside hotel proclaimed best in Latin America by major magazines/newspapers. 83% annual occupancy. 12 villas. 5 acres of oceanviews, pool, restaurant, bar complex overlooking Nat'l Park. US $1,600,000. Casino license possible. Write: G. Kistler-IHT, 1151 N. Atlantic Blvd 17-B, Ft. Lauderdale, FL 33304, USA Tel: (305) 561-5623, Fax: (305) 566-7569. Costa Rica: write D. Tucker, Box 4, Quepos, Costa Rica Tel: (506) 77-03-55 Fax: 77-03-50

MACHINERY FOR MANUFACTURING DENIM. Indian based company is interested in importing complete plant & machinery for spinning, weaving & process to manufacture denim for international market. Suppliers, agents who can organise the new machinery with latest technology on deferred payment basis against bank guarantee & buy back arrangement equivalent to the value of the machinery. Please respond to: Telex No. 031 62648 SHLP IN - 031 70308 SHLP IN or fax. +91 11 6447662

EUROPEAN MULTI-FRANCHISE MASTER LICENSE
One of the fastest growing franchise organizations in the USA seeks dynamic, hands-on individual to duplicate our proven multi-franchise system. Principals only. Contact: Mr. Windsor at: Tel 817-756-2122 Ext 2255 or Fax 817-752 0661 USA for information

Business Opportunities !
RAW COTTON YARN
Different grades. $2.11/1Kg
PANTYHOSE D.15 one size fits all $0.30/pair. BEER: Lowest price Highest quality. L/C only. No time wasters ! Fax: int'l: 972-3-9604450

BRAZIL-For Sale 1 Mini Hotel, 15 suites, pool, sauna, restaurant & 2 bars. On the beach in Saquarema, surfing capital of Brazil. Can be operated as a hotel or converted to a family compound or club. 115 Km north of Rio de Janeiro. Constructed in 1989. Price $550,000 US. Can assist in Brazilian resident status if required. Contact Mr Bert [illegible], 226 Henry St. #5, Brooklyn, NY 11201. Tel 718-260-8725 USA.

CO-OPERATION MANUFACTURING plant located in Prague, CSFR. Good experience in machining of metals, precise mechanics, electronics and space technology. Further growth potential. Seeks cooperation with solid firm wishing to establish in the East-European market. For further information contact: Dip-Ing. P. Smolik, Brodskeho 1665, 14900 Prague 4, CSFR. Fax: CSFR -02-347358

INVESTOR PARTNER
Joint venture China established 6 years. Audited net (in foreign funds) currently low to mid 6 figures yearly. Investment needed for advanced technology, high realistic financial return. Information Mr Wilhelm Clarke Fax US (1) 212 758 7823, UK (44) 718725611

NEW PRODUCTS/NEW VENTURES Paris based product innovator, 20 years experience USA, 37 patents, 10 sales-generating inventions in consumer goods, health-care, industrials. Seeks new product development group or entrepreneurial business partner to launch worldwide ventures. My resume for yours. Reply Box 2570, IHT, 92521 Neuilly Cedex, France

T-SHIRTS. We have large quantity of 100% cotton T-Shirts of Indian origin, white & coloured for men & children in the bonded warehouse in Hungary that can be delivered immediately to any company in East Europe & Russia against payment in US$. Interested parties please contact Telex 031 62648 SHLP IN / 031 70308 SHLP IN and fax +91 11 6447662.

JEWELRY IMPORTERS
YOUR CONTACT IN MILAN
Experienced jewelry buyer lady. Accompaniment to manufacturers in Milan, Valenza, Carpi, appointments, reliable follow up service. Tel. (39-2) 4812046 or fax Mrs. Ferrari (39-2) 4989312.

JAPANESE FAX & PHOTOCOPIERS offered to established distributors in East Europe, Africa, South America. Long term basis with best prices, technical support from Japan. GSC LTD, 5-39-1-302, Kugayama, Suginami-ku, Tokyo 168. Fax 81-3-3331-5984. Tx J34729 ITCINETH

LARGE SCANDINAVIAN HOLDING company seeks to acquire cooperation within the EEC. Assets in form of real estate and non-taxed profits are of prime interest. Also companies with non-taxed funds and latent tax debts are interesting. Please, reply by fax: +46 5 741545

FOR SALE
offer to pass on financial claim against solvent Swiss company (up to 10 million Swiss Francs) under reasonable conditions. Contact: Box 2594, IHT, 92521 Neuilly Cedex, France.

LOOKING FOR NEW IDEAS? Trial subscription to finest business opportunity newsletter - with lots of money making proposals - only $33. World Trade Opportunities, 208 East Eau Gallie Blvd., # 72, Indian Harbour, FL 32937 USA or fax (407) 779-3448

PRIVATE INTERESTS GROUPING needs investors and/or financial partner for a third world country. Sound guarantees on mining & oil products or other agreements ... such as off-shore settlement. No brokers. Box 2542, IHT, 92521 Neuilly Cdx, France

WELL KNOWN LADIES BOUTIQUE
Highly profitable waterfront location for sale in St. Thomas, VI. Please call 809-776-5000. Fax 809-774-7100 for details. Jean Foster Real Estate

Project Finance - Collateral and instruments obtainable. No upfront fees. High Dev. Commercecorp Inc. Tel 718-[illegible] Fax 718-[illegible] USA

BUSINESS OPPORTUNITIES

OVERSEAS/OFFSHORE BANKING U.S. based mail order firm seeking offshore associates. High realistic financial interest. Strong banking relationship a must. For exciting business opportunity, call Paul Dalton 213/731-7188, Fax 213/731-6778 USA.

CANADIAN CORPORATION
is seeking equity investment for a manufacturing facility in Mexico. Business plan and projections available. Serious inquiries Fax 416-825-3209

THINKING OF INVESTING in property in the UK? Opportunity exists for shrewd investor to join with a UK company in a profitable multi-million £ development in central Birmingham. Fax: 021 455 8145 Reference B.L.D./B./ROW.

CONTRACT AGENTS& negotiators. Worldwide supply and procurement. No enquiry too large or small. Russian aircraft for charter. Fax or Phone your requirements. Kavemer International Tel. UK 0279 433231, Fax: 0279 437771. Principals only.

DISTRIBUTORS needed for manufacturer of machine producing sawdust for hen-houses out of trunks, and a machine producing sawdust for hen-houses out of remains of trees. Contact: Gabi-Hydraulics. Fax: 972-8-430218. PO B 573 Yavne, 70654, Israel

QUALIFIED AGENTS wanted for Eastern Europe on Holographic embossing machinery manufacture (Visa bank card, anti counterfeit, etc). Fax Mr Clarke Global Images US (1) 212 758 7823, UK (44) 718725611

WANTED... Worldwide frozen food manufacturers with distribution network to make fresh frozen chocolate covered bananas under license agreement. 813/995-7373 Fax 813/995-7134 Top Banana Foods Intl USA.

VacuEasy Lift market leader in vacuum lifting devices. Some distributorships available. Please contact: TAWI AB, Box 10205, 434 23 Kungsbacka, Sweden Tel. +46 300 185 00 or Fax: +46 300 189 90.

1930's-60's furnitures, chrome appliances, electric desk fans & more unusual collectibles. Ideal for movie prop or private collector. MACHINE AGE 354 Congress St., Boston, MA 02210 USA. Tel/Fax. 617-482-0048.

USA ATLANTA - (1996 Olympic site). Big shopping strip, 8 stores & supermarket & gas station & parking. Airport area. Income $265K. Price $1.5M. Possible financing & US visa. Fax Paris (33-1) 42 43 08 69. Tel 42 43 06 96.

INT'L SOCIETY OF FINANCIERS Professional membership network for major players. Free 6-page report. Tel-704-252-5907/Fax-704-251-5051. ISF,POB 18508,Asheville NC 28814 US

AVAILABLE - Active Coal Producer Strip mines. Deep Reserves of 60 million tons. Loading facility. Pennsylvania, USA. Tel. (619) 727-6100 Fax. (619) 727-6153.

URGENTLY REQUIRED: Flour: 1 million tons. Sugar 1 million tons. Milk Powder: 500,000 tons. Assorted Pastas: 500,000 tons. Canned Meat: 500,000 tons. Fax. (Germany) +49-7562 1727.

COME FLY! Enjoy Arizona Commercial-Instrument course $18.5K. FAA 141 school, ATP, CFI Available. AeroVision, Inc., Box 2909, Sedona, AZ 86336 Tel: (602)282-4499/Fax (602)282 0150 USA.

T-SHIRTS - Large quantities available ex stock Antwerp white, colors. Merchandise in bond. Must be exported outside E.E.C. countries. Tel: 32.2.378.09.75 - Fax. 32.2.377.96.31

FOOD DISTRIBUTOR in Philadelphia looking to merge or sell with similar company. Sells $5 Million. Own building. Management available. Fax. 215-634-6046 (U.S.A.)

INT'L REPRESENTATIVE in France, woman 40's, fluent English-French, excellent presentation, trade PR & travel experience. Fax 331-42463257

WEEKLY NEWS MAGAZINE for sale in sunny Portugal. English language, well established. Contact Tel. 351 82 415252.

2ND TRAVEL DOCUMENTS. ID-drive licence-any country. GM, 26 Klementu Athens 106-75 Greece. Fax 7219080

NEED FINANCING for viable projects, by serious investors. (No front fees). Ask for details. Fax +49 30-811 44 92

OVERSTOCK EXPORTER has 286-12 IBM Compatible PC $825. Levis. Nike, Reebok. Fax 512-462 1713 USA.

CIGARETTES: Wish to contact appointed distributors. Fax. FRANCE (33) 68 81 44 90

20 YEARS lending source available. Please fax: 901 279 02 71 Turkey.

LOOKING FOR SOLE AGENTS in all countries for excellent business opportunity. Information, Fax (901) 1497681

MERGERS AND ACQUISITIONS

U.S. BASED COMPANY looking to acquire and/or JV professional telemarketing group preferably based in Amsterdam, London and Hong Kong, for Unique Professional Art/Investment product. Please respond (310) 273-2105 or (800) 537-4585; Stephen M. Thompson C.E.O.

REAL ESTATE TIME SHARING

We Offer Marketing For Your Hotel By Time Sharing
Our range of services
- Cost free suitability study
- Project study
- Direct sales
- Operators function
- Administration and Controlling
- Trustee's function

Reliable consulting and efficient handling by leading German bank and with a renowned copartnership of notaries.
D. ROSSIG MANAGEMENT GMBH
Rutttenscheiderstrasse 91
D-4300 Essen 1, Germany
Tel: (49) 201-77 58 16.
Fax. (49) 201-77 01 39.

BUSINESS SERVICES

DO YOU NEED RESEARCH ?
Whatever your subject or language, academic, business, legal, etc. Paris-based with global contacts. INTERNATIONAL RESEARCH INC. Tel: (1) 43 26 43 96, Fax (1) 44 07 01 47

EURO-EXPANSION BV
Accountant, 20 years in Amsterdam provides quality service including address, mail forwarding, tel/fax, at US$ 175/month. Contact: Tel: +31.20.6161026 /6838240 Fax 6851449

BUYING AN APARTMENT IN NYC? Established U.S. female interior decorator equally skilled traditional & modern. Work featured in Architectural Digest & House Beautiful. Client list, portfolio on request. Fax Blair Design: 212-826-9053 USA.

MY AMERICAN CONNECTION will be your personal shopper in U.S.A. We can get it for you. Quickly & reasonably. Try us. My American Connection, P.O. Box 22373, Cleveland, OH 44122. Fax: 216-447-0923 or Tlx 325644 USA.

EXCELLENT PRESENTATION for all your documents French/English. Translation, editing, personalized micro-computers training. Weekend possible. Timely, confidential, 1st rate service, quality guaranteed. Ms. Facca Paris Tel/Fax: (33-1) 67 36 23 62.

5 AVE - NEW YORK (FREE TRIAL!!) Mail Forwarding Fax Phone Service ESS, 576 5 Ave #1103 NY NY 10036 Tel: 212-221-5000, Fax: 212-221-5958

YOUR OWN CPA for $75/month. Taxes, any business services. Joe Rosa, P.O. Box 5061, Stateline, NV 89449. USA Direct, 1/800-223-6134.

CONFIDENTIAL MAIL ADDRESS Howard Communications, Pier House, Thames Rd, Crayford, Kent DA1 4RG. Tel: UK 0322 523381 Fax 0322 526299

LONDON ADDRESS BOND STREET. Mail, Phone, Fax, Telex, Conference room. Call 071-499-9192. Tx 262690.

YOUR OFFICE IN LONDON from 70p day. Mail, phone, fax, tlx, all services. Tel 071 436 0766 Fax 071 580 3729

BUSINESS CENTRE, LONDON W1. All facilities, 24 hour access. Tel: 071 935 4048. Fax 071 935 7979.

DO YOU NEED TAX WRITE OFF or to increase your assets substantially ? Fax. Paris (33-1) 42 43 08 69.

TAX SERVICES

U.S. TAXATION Personal & Corporate. Residents/aliens. Fuks & Co. CPA, PC, 1170 Broadway, NY, NY 10001. Tel 212-532-0066 Fax 212-532-0071 USA.

BUSINESS TRAVEL

TRAVEL MANAGEMENT
Fax dial USA 516-745-6225
1st or Business Class only
Minimum Air Travel $10,000/Year
SAVE 30% ON FIRST CLASS ROUTINGS
PARIS RIO PARIS HONG KONG PARIS
PARIS JO'BURG PARIS N.Y. PARIS
PARIS N.Y. PARIS TOKYO PARIS
(European Travel can be included at no or little extra)
SIMILAR SAVINGS UP TO 50% FROM ALL OTHER EUROPEAN COUNTRIES
All services by European carriers direct flights - no restrictions; also available on Concorde
Worldwide ticket delivery, 7 days a week, 24 hrs a day reservation and prepaid ticket service.
TOLL FREE NUMBERS FROM 51 COUNTRIES

France	05-90-[illegible]
Germany	0130-81-[illegible]
England	0800-89-[illegible]
Italy	1678-[illegible]
Japan	0031-1-[illegible]
Singapore	800 [illegible]
Spain	900-99-[illegible]
Switzerland	046-05-[illegible]

CAPITAL WANTED

HOLDING COMPANY (BENELUX) is looking for private investment capital minimum slice $30,000 in 3.5 or 5 years. Reply Box 2585, I.H.T., 92521 Neuilly Cedex, France

WANTED: INVESTORS/PARTNERS. Video Co. seeks $2mil. venture expand capital. USA fax 602-483-3607

CAPITAL AVAILABLE

DOLLARS, POUNDS, DMS, YENS available for all your financing requirements. Fax +49-711-763[illegible], Tel. +49-711-764614.

FINANCE AVAILABLE for all viable projects - Min. US$2m. Tel UK 0734 328453. Fax: 0734 731949.

FINANCIAL SERVICES

PRIME BANK GUARANTEES
Venture Capital Business Finance
Real Estate Long Term Finance and Financial Guarantees
All Types of Projects
No Commission Until Funded
Brokers Protected
REPRESENTATIVE
Needed to act as Liaison [illegible] in the processing of these financing applications
Please reply in English
VENTURE CAPITAL CONSULTANTS
Investment Bankers
16311 Ventura Blvd., Suite 999
Encino, California 91436 U.S.A.
Telex: 651355 Vencap USA
Fax No.: (818) 905-1693
Tel.: (818) 789-0422

CHANGE THE CRASH TO THE CASH 69% PA model portfolio 3 years. Keep $1 million in YOUR brokerage account. We manage for 25% of gain. Zero up front fees. No Hidden Cost. ALTA CORP, Box 4565, Shreveport, LA 71134 Fax 318-425-[illegible] USA

FINANCIAL SERVICES

IMMEDIATE & UNLIMITED
Capital Available for ALL viable business projects! Minimum U.S. $500K. Send business plan via FAX: U.S.A. (717) 560-1495

LEGAL-TAX-FINANCIAL SERVICE available worldwide. Banking and currency handling upon request, offshore or other. Fax to: Germany +49-40-488090.

FINANCIAL INVESTMENTS

45% Potential Income P.A. Place your money directly and selectively in West German industries. Apply CBO & D, Riemer Str. 358, D-8000 Munich 82. Fax + (49) 89-907087.

LOOKING FOR INVESTORS for a new airline being established in Frankfurt, Germany. Contact Tel: (+49) 69-69070595. Fax. (+49) 69-6905674.

DIAMONDS

DIAMONDS
YOUR BEST BUY
Single diamonds at wholesale prices by ordering direct from Antwerp, the world's most important cut-diamond market. Give diamonds to the ones you love, buy for investment, for your enjoyment.
Write airmail for free price list or call:
JOACHIM GOLDENSTEIN
DIAMANTEXPORT BVBA
Established 1928
Pelikaanstraat 62, B-2018 Antwerp, Belgium - Tel: (32.3) 234.07.51
Telefax: 32.3/231.38.87.

SERVICED OFFICES

YOUR OFFICE IN PARIS
is ready when you need it, even for a couple of hours.
- fully functional modern offices and conference rooms to rent by the hour, day, month, etc...
- Your tactical or permanent base
- Prestige mailing address. All services

BOSS EURO EXPRESS
91, Fg St-Honore 75008 PARIS
Tel (1) 42.66.90.75. Fax (1) 42.66.15.60

SERVICED OFFICES

A B S
PARIS LYON NICE ...
Offices fully equipped and services (secretarial, telex, fax) from 1 day to 1 year
For information, call Paris (1) 49 33 73 13 Fax 48 09 10 09

NEW: TOP-CLASS OFFICES IN BUDAPEST
Pedus Office, your completely furnished and equipped office with secretarial service in 17 cities in Europe and the USA.
Pedus Office, H.Q., Munich/Germany
Tel: (+49)-89/23035-222
Pedus Office Budapest/Hungary
Phone 251-6360

Regus
ELEGANTLY FURNISHED OFFICES WORLDWIDE
- Secretarial, Fax, Copier
- Conference, Telephone answering
- 63 Centers/30 Countries

European Sales: +32 2 238 7906

YOUR OFFICE IN BRUSSELS
Mail - Phone - Fax / Telex - Multilingual Services - Meeting Rooms
CONTACT BUSINESS CENTER
Tel: 32 2 536 8692. Fax: 32 2 536 8601
Telex: 61344

ZUG (SWITZERLAND) FULL OFFICE SERVICES
Translations, invoicing, accounting, mail, phone, fax. We have some open capacity. Fax: (41) 42 36 50 45

- YOUR AGENCY IN HUNGARY - Business address, office use, telex, phone & fax service. US$300/month. FRIGOFER, Epitok Utja 2-4, H-2040 Budaors, Hungary. Fax: 36-1-1668303.

ANSWERING SERVICE PARIS, LYON LIVE 24H/DAY, 22 YEARS EXPERIENCE. FAX, TELEX, MAILBOX. CALL PARIS (1) 46 09 95 95 FAX: (1) 46 21 25 05

YOUR ADDRESS near Champs Elysees I.S.P. (since 1957) 5 rue d'Artois 75008 Paris. Tel (1) 4359 4704 Fax 4256 2835

YOUR ADDRESS IN LUXEMBOURG All Euro-business services banks, marketing, domicile. Fax (352) 48.41.41.

YOUR OFFICE IN LONDON 70p per day. Mail, Phone, Fax, Tlx, all services. Tel: 71 436 0766 Fax 71 580 3729.

Place Your Classified Ad Quickly and Easily in the INTERNATIONAL HERALD TRIBUNE

HEAD OFFICE
Paris: (For classified only):
Tel.: (1) 46.37.93.85.
Tx.: 613595.
Fax.: (1) 46.37.93.70.

EUROPE
Amsterdam:
Tel.: 20.6730757.
Fax: 20.6737627.
Athens: Tel.: (30) 1 65 35 246.
Tx.: 218344.
Tel. & Fax: (30) 165 45 513.
Brussels:
Tel.: 343-1899, 343-1914.
Frankfurt:
Tel.: (069) 72-67-55.
Tx.: 416721.
Fx: (069) 72-73-10.
Copenhagen:
Tel.: 31 42 93 25.
London: Tel.: (71) 836-4802.
Tx.: 262009.
Fax.: (71) 240 2254.
Madrid: Tel.: 564 51 12.
Fax: 564 52 89.
Milano: Tel.: 5462573.

NORTH AMERICA
New York:
Tel.: (212) 752 3890.
Toll free: (800) 572 7212.
Tx.: 427 175.
Fax: (212) 755 8785.

FAR EAST
Hong Kong: Tel.: 861 0616.
Singapore: Tel.: 223 64 78/9.
Tokyo: Tel.: (03) 3201 0210.

COMMERCIAL/INDUSTRIAL REAL ESTATE

RENTALS

PRINCIPALITY OF MONACO
For rent in centrally located luxury premises
Various Prestigious Offices
entirely finished, air-conditioned with parking space and cellars.
For further details Please contact
AGEDI
EB Commercial
7 and 9 Bd des Moulins
MC 98000 MONACO
Tel: (33) 93 50 66 00 Telex 479417MC
Fax. (33) 93 50 19 42

PARIS
SAINT GERMAIN DES PRES
Prestigious 17th century townhouse, entirely redone (outside and inside) sumptuous 350 sq.m. with 25 meter facade. Top location. CEDING LEASE FOR ALL COMMERCIAL ACTIVITIES. Ideal for fashion house or art gallery. Justified high price. Many exceptional conditions (partnership etc.). Write to: Box 2553, I.H.T., 92521 Neuilly Cedex France or Tel: Espace (33-1) 43 25 13 68 or 42 61 21 88. Fax: (33-1) 47 34 92 34 (atto MTI).

ZURICH, PRIME CENTRAL SPACE, 140 sq.m. Street Level Art Gallery to rent, also for Retail, Bank Office. Tel: 41-1-201 0055, Fax. 41-1-201 0511

RENTALS

AMSTERDAM 2 FLOORS, 225 SQ.M. in canal house, Prinsengracht, central, near Rijksmuseum, 25 mins airport, 10 mins train. Fully renovated & furnished for 10 professional staff. Conference room & small meeting room, reception, 2-room apartment, surrounding private garden. Available immediately. Contact Harris & Company, Tel: (+31) 20-6273611. Fax: (+31) 20 6205825

PARIS, PRIVATE OFFICES FOR RENT. Luxuriously equipped, unique decor, in 15th area, M° Volontaires. Available for 23 months. 200 sq.m. F30,000 per month. Tel: (1) 45 48 73 16.

SALES

LEIPZIG - GERMANY
Move fast to secure your position in prime property in emerging main industrial and services area. Zoned land, commercial and residential buildings at bargain "New Frontier" prices. UNIFINANZ AG, POB 88, 9475 Sevelen, Switzerland. Tel: 41 + 85/5.59.59.

BELGIUM WELL-KNOWN high class discotheque-restaurant near Brussels for sale. High turnover- high profit. Justified price. Property included. Bank guarantee of US$1 million cash requested. For more information Fax: 32-2-465.68.63

RIVIERA RESORT HOTEL 30km Cannes 37 rooms, pool, tennis 12,000 sq.m. FF5M. FRANCE EUROPE's 100 HOTELS. Tel: 33-9360 9126. Fax: 33-9360 9181

MANCHESTER, NEW HAMPSHIRE 4 story brick office building, parking. $936,000. Dr. T.C. Sullivan, 754 Central Rd., Rye Beach, N.H. 03871 USA

BUSINESS OPPORTUNITIES

If you have recently moved overseas or considering an international assignment, don't leave the U.S. without...
An American's Guide To Living Abroad ™
The most complete guidebook for Americans overseas!

An American's Guide To Living Abroad
Europe
Asia-Pacific
Japan

Published in three editions: Europe, Asia-Pacific and Japan, it is the most comprehensive publication available to U.S. citizens. Topics include taxation, banking, housing, schools, health care, travel and much more! The 3-ring binder stores this valuable information! Featured in the *Wall Street Journal* and *Cable News Network* as the resource for Americans living and working overseas.

To order, please send a U.S. bank check for US$45.00 to: Living Abroad Publishing Inc., 199 Nassau Street, Princeton, NJ 08540 USA
Tel: (609) 924-9302 Fax: (609) 924-7844
Please specify which edition.
Allow 2 to 4 weeks for delivery.

Invest in The U.S. and Qualify for a
PERMANENT U.S. VISA
Over 800 Investors in the last 16 years
Donaldson International Group
2502 Rocky Point Drive, Tampa, Florida 33607 USA
Tel.: (813) 282-0868 — Fax: (813) 281-2363
Fluent: Arabic, French, German & Spanish

MASSIVE PRINTER CLEARANCE
ASCII & CYRILLIC Character sets
As a result of frustrated export orders we have been able to purchase thousands of
OKI MICROLINE 183
wide carriage 9 pin printers.
Volume buyers should call now for further details.
Prices from as low as £75
Telephone: +44 81 756 1616
Fax: +44 81 756 0119/0122
PST (Trading) Ltd., Stockley Park Uxbridge, Middx UB11 1AF, England

INCORPORATING?
Save time and money! Let us form your U.S. corporation in any state:

Delaware	US $115
Nevada	290
Wyoming	205
Florida	199

For other states or more information, FAX.
(302) 998-7078
CORPORATE AGENTS, INC.
1013 Centre Road
Wilmington, DE 19805
Tel: (302) 998-0598
Serving Business Since 1899

MONEY MANAGEMENT FUND
Average Annual Profit: 157 %
In operation since 1986. Profitable every year. Management fee only if year-end profits exceed 30 %. Minimum investment $1,000. Private company. Serious enquiries only please.
FORESIGHT COMMODITY FUTURES, St Alban-Vorstadt 184, CH-4052 Basel, Switzerland

INVESTMENT & IMMIGRATION OPPORTUNITY
For plastics manufacturing plant in U.S. Serious investor wanted to help establish a large plant industrial blow mold manufacturing facility in central California. Everything in place to start. Investor to receive sizable profit from ownership position. Investment will also qualify you & your family for permanent residency under new immigration program.
MC, P.O. Box 978, Modesto, CA 95354
Fax 209-544-9353 USA

FIRE FIGHTING FOAM FOR SALE
Saudi Arabian Oil Company (SAUDI ARAMCO) offers for sale the following fire fighting foam located at Dhahran, Saudi Arabia on sealed bid sale:

*Foam Compound: fire fighting flouroprotein liquid, 3 parts to mix with 97 parts fresh or salt water; compatible with dry powders, storage and use to +54 DEG C (180 DEG F); suitable for mild steel storage containers; PH 6.5 to 7.5; containers marked with date of manufacture; spec 21-AMSS-007; 208 L (56 gal) drum (Saudi Aramco stock no. 21-111-450). Approximate quantity 7500 drums.

Manufacturers/Generics: Angus No. FP-70/HA520001; Hoechst A.G./HH-498001, Ansul Pan #68440/NA608001, CHUBB AER-O-FOAM XL-3/NN059002.

* Foam Compound: fire fighting liquid; aqueous film forming foam agent; 3 parts to mix with 97 parts salt water; "AER-O-WATER PI US" 3 percent; spec 21-AMSS-008; 208 L (55 gal) drum (Saudi Aramco stock no. 21-111-490). Approximate quantity 10,500 drums.

Manufacturers/Generics: Ansul Type Ansulite AFFF Agent 3 percent NA608001; CHUBB Type "AER-O-WATER PLUS" 3 percent NN059002 and AL-BILAD local manufacturer of ANSUL.

For details of quantities available for each manufacturer and terms and Conditions of Sale, please contact the following: Jack W. Rose, Purchasing and Traffic Services Division, Aramco Services Company, 9009 West Loop South, Houston, Texas 77096. Phone Number: 713-432-4518. Fax Number: 713-432-4716. Telex (ITT): 462-0667 ASC UL.

Bid closing date: February [illegible], 1992

Also Available: 72 Drums ANSUL #68440 located at Norfolk, Virginia, USA.

CECAIR
Air Transport Security Service
Professional confidential conveyance of high-profile, high-risk personnel and commodities by private executive aircraft
We will solve your Security Problems for that confidential Business trip - call us:
(U.K.) Tel.: 44-509-502323
Fax: 44-509-503179

INTERNATIONAL FRANCHISE OPPORTUNITIES

MASTER FRANCHISES BODY REFORM SHOPS
Natural Beauty Products UK manufactures natural cosmetics, toiletries, designer fragrances. Franchises available in certain Asian/Middle East/European countries. Cruelty free. Investment commensurate with high rewards.
Contact: Alain Leos
Fax UK: +44 656 650456
Tel.: UK: +44 656 766566

LEGAL SERVICES

LEGAL SERVICES IN U.S.
Specializing in Small/Medium Businesses and Real Estate, Software Technology
Contact Carol May, Esq.
Tel. (213) 937-6250
Fax. (213) 931-5083
5900 Wilshire Blvd.
26th Floor
Los Angeles, CA 90036 USA

NO. 1 OFFSHORE COMPANY SPECIALISTS
[illegible]
with no hidden extras

U.K. LTD	£12[illegible]
U.K. PLC	£325
BAHAMAS	£495
B V I	£525
DELAWARE	£200
GIBRALTAR	£250
HONG KONG	£200
IRELAND	£195
ISLE OF MAN	£250
JERSEY	£495
LIBERIA	£525
MADEIRA	£1750
PANAMA	£525
W. SAMOA	£350

Other jurisdictions [illegible] and trusts [illegible]
For immediate service from [illegible] staff [illegible]
RICHARD DIXON
[illegible]
Tel.: 0624 815544 (21 Lines)
Fax: 0624 815540
PETER SIDNEY
[illegible]
DIANA DEAN or PAULINE KHOO
24 Raffles Place [illegible]
STELLA HO
[illegible]
KEVIN MIRECKI
[illegible]
All credit Cards accepted

OFFSHORE COMPANIES
INSURANCE COMPANIES
BANKS
Established 10 years in providing offshore services to companies engaged in all types of businesses
ASTON CORPORATE MANAGEMENT
19 Peel Road, Douglas, Isle of Man
Tel.: UK 624 626591
Fax: UK 624 625126
or London
Tel.: (71) 222 8866
Fax: (71) 233 1519

* SECRETS REVEALED *
OBTAIN DUAL NATIONALITY & SECOND TRAVEL DOCUMENTS LEGALLY
It Could Save Your Life and Fortune. Also, become a P.T. (perpetual traveler) and legally avoid taxes, government and hassle. Discover insider facts about Andorra, Gibraltar, Monaco, Campione, Switzerland. New car — how to buy for [illegible]
[illegible]
Scope, Box 645
62 Murray Road, Waterlooville, U.K. PO8 9JL
Tel. +44 705 [illegible] Fax +44 [illegible]
[illegible]
Please quote [illegible]

INTERNATIONAL BUSINESS OPPORTUNITIES
Appear every WEDNESDAY

Prosecutors Clear Gorbachev of Coup Involvement

By Celestine Bohlen

New York Times Service

MOSCOW — The men who organized the failed coup d'état in August had counted on former President Mikhail S. Gorbachev to join their conspiracy to put the country back under authoritarian rule, Russian prosecutors said Tuesday.

But after a four-and-a-half month investigation, Deputy Chief Prosecutor Yevgeni Lisov said there was no evidence that Mr. Gorbachev had done anything to encourage the conspirators in this belief.

"We can say categorically that Gorbachev gave no hint, either directly or indirectly, that he was with them," Mr. Lisov said at a press conference. "However, his long relations with members of the conspiracy, who were his closest associates, and some special features of his character gave them, in our view, the right to think that sooner or later, after one, two, three days, they would be able to draw him to their side."

Mr. Gorbachev, who resigned as Soviet president on Dec. 25, struck back Tuesday against charges aired recently on television that he had participated in plotting the coup. In a hand-written letter that was displayed before the cameras on the evening news program, Mr. Gorbachev told the head of central television, Yegor Yakovlev, that he would pursue libel charges against a participant in the show "View" who had accused him of discussing the coup with one of its plotters.

Mr. Lisov and Russia's chief prosecutor, Valentin Shepankov, said Tuesday that investigators had compiled 125 volumes of material, which will have to be reviewed by defense lawyers before the trial can begin. Originally accused of treason, the 15 defendants are now being charged with conspiracy. to seize power, a crime that carries a sentence of 10 to 15 years in prison, or the death sentence.

The prosecutors said that the conspirators began plotting the coup long before it began on the early morning of Aug. 19 with the announcement that a group called the State Emergency Committee had taken control of the country. It ended two days later with a victory by democratic forces led by the Russian president, Boris N. Yeltsin. The coup eventually proved to be the pivotal event that sent both the Soviet Union and Mr. Gorbachev into political eclipse.

According to Mr. Lisov, the chief conspirators — including Defense Minister Dmitri T. Yazov, Interior Minister Boris K. Pugo and the KGB chief, Vladimir Kryuchkov — had known each other a long time, enough "not only to talk over many things, but also to look each other over." All of them, he said, were opponents of the changes Mr. Gorbachev had started after taking over as general secretary of the ruling Communist Party in 1985.

Mr. Lisov said the conspirators met at a secret place on Aug. 17, summoned by the special signal "ABC," which called for the strictest confidence. At that meeting, he said, they worked out a plan, never put on paper, which proposed that Mr. Gorbachev be included in the conspiracy and if he refused, to isolate him.

Among the documents found in the plotters' possession were drafts of decrees and government orders that gave a taste of the harsh regime the conspirators had in mind. Mr. Lisov cited one, a decree ordering patrols to shoot "without trial or investigation" people found guilty of committing theft, burglary and other illegal acts.

"The point was to eliminate from the top to bottom all organs of power," Mr. Lisov said. "In these documents were drafts of decrees and orders that would have turned the clock back in our country, to about 1984."

The issue of Mr. Gorbachev's knowledge of the coup has been raised several times recently, in particular by some of the accused. But according to the prosecutors, Mr. Gorbachev staunchly rejected the plotters' overtures, and refused to go along with any unconstitutional seizure of power.

The prosecutors declined to discuss individual cases, although Mr. Lisov mentioned that Anatoli I. Lukyanov, then head of the Soviet parliament, had favored introducing a state of emergency only in certain places.

They said their investigation had expanded to include the fate of Communist Party money and assets, believed to have been siphoned out of the country in the period before and after the coup. The prosecutors also said they were convinced that the men whose suicides were reported after the coup had indeed killed themselves, and had not been murdered.

Marshal Sergei F. Akhromeyev made two suicide attempts, Mr. Lisov said. The first ended when the rope with which he tried to hang himself broke, and before trying again, as he wrote in his suicide note, he had time to pay a 50 ruble debt.

SLUR: *In Japan, America-Basher Runs Into a Storm*

(Continued from page 1)

Prime Minister Kiichi Miyazawa's statement Monday that proposals for increased Japanese purchase of U.S. autos and parts are "targets rather than firm commitments."

During President George Bush's visit here two weeks ago, he and Mr. Miyazawa agreed that Japan would try to import 20,000 more U.S. cars a year and raise purchases of U.S.-made auto parts to $19 billion over three years.

Mr. Miyazawa's statement that these figures were not firm pledges, but only "targets," sparked some sharp U.S. reactions.

But in fact neither Japanese nor American officials referred to the figures as firm commitments at the time of the meeting. In Tokyo, both sides described the increased import numbers as "targets," "goals," or "forecasts."

Accordingly, Mr. Miyazawa said be could not understand why his comments about "targets" had caused anger in the United States.

Carla Hills, the U.S. trade representative, said Tuesday that Mr. Miyazawa was "quite accurate" in stating that the agreements regarding auto and parts imports were not government-to-government agreements but instead involved statements by Japan's auto industry.

[J. Michael Farren, undersecretary of commerce for international trade, said Japanese automakers should know there would be a "very negative reaction here in the United States if they don't expeditiously move to meet and exceed the goals," The Associated Press reported.

[The House majority leader, Richard A. Gephardt of Missouri, said that unless the Japanese faced penalties for failing to meet goals, "you'll never have the pressure you need to change the behavior.

[Mr. Gephardt is co-sponsoring legislation to force Japan to eliminate its trade surplus by 20 percent a year over five years.]

The reaction to the Sakurauchi controversy shows that the Japanese are still extremely sensitive about confrontation with the United States, this country's largest market and only reliable ally. But there is also reason to doubt that his sharp criticism of American workers reflects the mainstream view in Japan.

Despite Mr. Sakurauchi's scathing comments, many American-made products are runaway bestsellers in Japan.

Virtually all Japanese personal computers use microprocessors — the complex microchip at the heart of a computer — created and manufactured by the American companies Intel and Motorola. Despite Japan's world-famous computer technology, IBM outsells nearly all Japanese computer makers in the Japanese market.

The best-selling razor in Japan is made by Schick, with Gillette a close second. Coca-Cola has 85 percent of the Japanese cola market, and the two most popular restaurant chains are McDonald's and Kentucky Fried Chicken.

Japan has a major domestic movie industry. But of the 25 top-grossing films in Japan in the first half of 1990, 21 were American, according to Daily Variety, the show business newspaper. Levi's jeans, Ralph Lauren shirts and Anne Klein dresses are so popular they command prices here far above what Americans would pay.

Even in the automotive business, many Japanese disagree with Mr. Sakurauchi's attack.

"Our American auto-parts suppliers work incredibly hard," said Mazda's chairman, Kenichi Yamamoto. "Their quality is top-notch. The only difference between the parts we buy in Japan and the parts we buy in America is the name stamped on the metal."

■ Anger in the U.S.

Owen Bieber, president of the United Auto Workers union, and Senator Donald H. Riegle Jr., Democrat of Michigan, denounced Mr. Sakurauchi's remarks on American workers, The Associated Press reported from Washington.

"I hope those who complain so loudly about so-called Japan bashers will be vigorous in denouncing these bigoted remarks for the U.S. bashing that they represent," Mr. Bieber said.

Eriko Sugita/Reuters

Yoshio Sakurauchi, the parliament speaker, in Tokyo on Tuesday.

COLD: *Selling Finland*

(Continued from page 1)

gleaned from several visits to the country.

Adding to the insult, the survey revealed that Finland's Scandinavian neighbors scored much higher.

"Sweden scores well for sophisticated, modern, stylish merchandise." Mr. Hill said.

Even Norway outscored Finland in those respects, a response Mr. Hill attributed to "the spin-off effect" from Sweden.

Harder to explain, however, was Norway's comparatively towering score for "friendliness," a response Mr. Hill sought to link with the fact that Norwegian people annually donate the Christmas tree for London's Trafalgar Square.

So low is Finland in the esteem of Britons that some importers of Finnish goods confessed reluctance to link their fortunes with that of the motherland.

Neil Traylen, the managing director of Panda UK said he first explored the idea of playing up Finland in marketing his company's licorice five years ago. His research quickly disabused him of that approach.

"Finland was thought of as having East bloc type quality and mentality," said Mr. Traylen. "It is a quality country with quality manufacturing, but it was too big an uphill battle for us alone to convince people."

All too few citizens on either side of the English Channel, it seems, know that Finland is the manufacturer of such trendy, well-designed products as Ray 2000 Fruit Jazzo slot machines, Ergorest movable forearm rests or the top of the line Saab 5000 series automobiles for that matter.

Even in licorice, Finland is in a class by itself. Panda, for instance, is billed as a "healthy confectionary," uses all natural ingredients, and takes two hours to make.

"Most licorice is made in 20 minutes, and it tastes like it," Mr. Traylen said.

Even Finland's favorite beer, Kulta, is virtually unknown in much of Europe. In Britain, in spite of Kulta's numerous claims on noteworthiness — as Sweden's favorite imported brew, as the only beer brewed above the Arctic Circle, and as perhaps the only beer brewed exclusively by women — a mere 2,000 cases are sold annually.

"It is a terrific product, but it has been fairly slow," Mr. Drenec said.

As part of the Exclusively Finland campaign there will be a twice-yearly newsletter and a 24-page brochure — the same brochure that Mr. Hill, who conducted the survey, said led to many a conversion of doubting Britons.

"They were surprised and impressed with the quality of the products." Mr. Hill said. "It was a revelation."

Moscow and Helsinki End The Era of Finlandization

New York Times Service

MOSCOW — Russia and Finland have signed a treaty agreeing to treat each other as equals and effectively nullifying the era of Finlandization, when Moscow maintained the right to dictate Helsinki's foreign and defense policies.

President Boris N. Yeltsin of Russia discussed the new trade and economic agreement Monday in a telephone call with President Mauno Koivisto of Finland.

In Helsinki, Russia's first deputy prime minister, Gennadi E. Burbulis, and Mr. Koivisto alluded carefully to the postwar domination of Finland by Moscow. They acknowledged that the 1948 treaty was now void.

Mr. Burbulis said, "I think that the feelings of the people of Russia, who have gotten rid of the totalitarian system and repressive ideology, are particularly understandable to you and all people of Finland who have been so worthily and carefully maintaining the country's independence, the 75th anniversary of which is celebrated this year."

Ignored was the Soviet attack in 1940 that yielded Moscow a huge piece of Finland. The Soviet military victory was achieved despite a valiant struggle by Finnish soldiers, including crack ski troopers.

ABORT: *Pivotal Court Review Set*

(Continued from page 1)

that married women generally must inform their husbands of their intention to have an abortion.

Abortion rights groups asserted Tuesday that the case would force the justices to decide whether Roe v. Wade, the 1973 ruling guaranteeing full constitutional protection for abortion rights, remains the law of the land.

"Taking the Pennsylvania case places the neck of Roe v. Wade squarely on the judicial chopping block this term," said Roger Evans, director of litigation for Planned Parenthood.

Anti-abortion campaigners, who have long tried to persuade the court to overrule Roe v. Wade, said they hoped the justices would see the Pennsylvania case as the opportunity to do so. But they said the court could uphold the restrictions imposed by the Pennsylvania law without overruling Roe v. Wade, which involved a Texas law that made it a crime for women to have abortions.

On Jan. 22, 1973, the court ruled, 7 to 2, in Roe v. Wade that the constitution fully protected a woman's right to choose to have an abortion.

Now, only two known supporters of abortion rights sit on the court, and at least four justices are considered prepared to eliminate such protection. The views of the two newest justices — David H. Souter and Clarence Thomas — remain unknown.

Abortion rights advocates, viewing a favorable ruling as a near-impossibility, decided to use the case to political advantage. Although they denied political motivation, they sped their appeal to the Supreme Court in hopes of obtaining advantage from a pre-election ruling.

Pennsylvania's attorney general, Ernest D. Preate Jr., a Republican, ensured that the case could be heard this term when he, too, beat the filing deadline by six weeks.

The federal appeals court in Philadelphia upheld the waiting period and the informed consent requirement, saying that the hurdles anti-abortion laws had to clear under Roe v. Wade had been substantially lowered by Webster v. Reproductive Health Services.

But splitting, 2 to 1, it said the spousal notification provision failed even under the new, more permissive standard: whether an abortion restriction imposes an "undue burden" on women.

The undue burden standard has never been adopted by a majority of the Supreme Court, but has been proposed by Justice Sandra Day O'Connor. The appeals court said it appeared to be the test that would win the endorsement of a majority of justices.

Until the departures of Justices William J. Brennan Jr. and Thurgood Marshall, both staunch supporters of the constitutional right to abortion, Justice O'Connor had held the court's balance of power on the abortion question.

Now, however, a majority may be prepared to move well beyond the undue burden test — subjecting abortion restrictions to only the minimum review for basic rationality to which all government regulations are submitted.

To our readers in Budapest
Hand delivery of the IHT is now available on the day of publication.
Call today: 175-7735

SCUD: *Iraq's Gulf War Scuds Still Have Psychological Resonance in Israel*

(Continued from page 1)

suffocation after failing to put on their gas masks properly.

There were 1,059 recorded injuries. Nearly half were from flying glass, but the total included a significant number of acute psychological reactions.

Ramat Gan, a city of 130,000 that was one of the hardest hit, has gone far to pick up the pieces, even if Mrs. Ovadia's old building is still a hole in the ground.

All but 11 of 4,300 damaged apartments have been restored, city officials said. Of 106 families whose apartments were destroyed, 32 have moved into new homes with city financing, and the others should be taken care of by mid-1993.

Things are so normal, says Eli Sperling, an official in charge of helping Scud victims, that residents now indulge in the luxury of envy: "Why did their building get a new garden and not ours? This new marbletop counter is nice, but can I also get a different faucet?"

As for psychological damage, the city's chief of social welfare, Meir Mandelbaum, says there were not enough residents with sustained problems to justify setting up a special unit.

"People said basically to leave them alone," he said. "They did not want to reopen those wounds."

Although there seem to be no definitive year-after studies, many psychologists say people who were already burdened with emotional problems have proved the most susceptible to persistent stress symptoms.

There are reported cases of recovered alcoholics who started drinking again, of couples with marital troubles who got divorced, of high-strung people who are jumpier than ever at loud noises.

A few months after the war, newspapers reported a rise in family violence, and some psychologists blamed war-related frustration.

Israeli men trained to go to battle were forced to sit with their families in "sealed" rooms, unable to do anything about the missiles because of the government's decision to refrain from retaliation to keep the anti-Iraq coalition intact.

As some psychologists saw it, pent-up anger sometimes exploded in fits of wife-beating and child abuse.

TRIBES: *Between Israelis and Palestinians, a Widening Gulf of Hurt*

(Continued from page 1)

Israeli woman at the West Bank settlement of Shiloh first had a question: "I want to know if you are going to write only about Rachel, or will your article mention Arabs who have died as well."

Juxtaposing Jewish and Arab deaths would be false, she insisted, "because we are right, and they are wrong."

This series of reports has examined Northern Ireland, where the low-grade war between Protestants and Roman Catholics has become an accepted, even routine part of the status quo, and South Africa, which is living through a dangerous and chaotic interregnum after the rapid demise of the apartheid system of white domination.

Israel is hovering somewhere in between — poised uneasily between the fledgling peace process in Washington and the darker, more brutal process of human erosion back home. It is a pivotal moment, a time when both sides are taking another wary look at each other — and at themselves.

□

When the Israeli columnist Zeev Chafets worked for Israel's Foreign Ministry 15 years ago, he helped put together a glossy brochure on Israel's occupation of the West Bank and Gaza. It showed photographs of Arabs and Jews working side by side in factories, shopping in open markets and sharing sunshine at the beach. The title was "Coexistence."

The problem with coexistence, as Mr. Chafets now concedes, is that it was never much more than a figment of liberal imagination.

Palestinians who ventured into Israel to work often learned Hebrew and developed some sense of what Israelis were like. But it was, many complained, a one-way street.

"We know a lot about them, but they know nothing about us," said Nizzam Bani Shamseh, 32, a resident of the West Bank village of Beita, who worked for several years for Israeli construction companies.

After Israeli policemen and Palestinian demonstrators clashed at Temple Mount in Jerusalem a year ago and 21 Arabs were shot and killed, several Palestinians retaliated with knife attacks on Jews inside Israel proper. Virtually every major Israeli city dismissed its Palestinian workers and replaced them with Soviet Jews. Many hotels and restaurants followed suit.

Even among Israelis who had made a supreme effort to bridge the gap between the two sides, the killings and the Palestinian embrace of President Saddam Hussein of Iraq were an irreparable blow.

Levi Weiman-Kelman, a rabbi in the Reform Jewish movement, spent four years attending dialogue sessions with Palestinians and invited many of them to his West Jerusalem synagogue. But after the early thrill of the meetings, he found himself frustrated. People tended to talk past each other, he said, concentrating on their own grievances and seldom hearing those of others.

It all came to a climax one night after the Iraqi invasion of Kuwait, when a Palestinian journalist spoke passionately about support for Saddam Hussein.

"I found myself wondering," Rabbi Weiman-Kelman said, "Am I supposed to share feelings and values with this guy? It led to a real sense of suspicion and betrayal. It was a hard lesson to learn, and I say it full of sadness."

That was his last session with Palestinians.

Mr. Chafets, the journalist, faced the dilemma when he decided to remodel his kitchen. "The thought of Palestinian workers with sharp implements wandering around my house frightened me," he wrote in the Jerusalem Report.

"Most Palestinian laborers are peaceable working men who only want to feed their families," he added. "Is it fair, I asked myself, to discriminate against everyone for the crimes of a few? Maybe not, I decided, but how do you tell the good guys from the terrorists? I wanted a new kitchen, but not enough to die for one."

Mr. Kuttab, the lawyer, said: "For Jews to acknowledge Palestinians, they have to acknowledge that they took someone's land, that they live in someone's home and that they have to reach an accommodation with them. It doesn't leave them exclusive possession or rights. They don't feel the need to come to this, but until they do there won't be peace."

Israelis do not hate Palestinians, said Rivka Bar-Asher, a Jewish resident of Shiloh and a friend of Rachel Druck. But, she added, they have no intention of acknowledging them as equals.

In the days before the *intifada,* Mrs. Bar-Asher recalled, a Palestinian man told her husband that he had lost a sick cow whose value was so high to him that he would have preferred to lose one of his daughters.

"They don't love each other," she said, "so how can they ever love us?"

□

Who is the owner of the national home, and who is the unwanted guest? Nowhere is the question more painfully visible these days than in a collection of stone houses in Silwan, a decaying neighborhood nestled just below the Old City walls in Arab East Jerusalem.

Until a few months ago, Silwan was an all-Arab community of about 30,000 people. But for the last seven years, Jewish settlers using funds from Israel's Housing Ministry have been secretly purchasing titles and leases to houses in the area.

Then, on the same day in early October that Secretary of State James A. Baker 3d arrived to work out final details of the Mideast peace conference in Madrid, settlers escorted by Israeli soldiers and policemen moved before dawn to evict Arab families and occupy a half-dozen houses.

At the time, Mr. Shamir sought to distance his government from the move, and an Israeli court ordered the settlers to vacate all but one of the houses while it pondered a permanent ruling. But the settlers returned in December, this time with full government approval.

Settlers and policemen arrived at Ahmed Karaeen's door at 5:30 that morning. As he recalled it: "They said, 'Karaeen, this house is ours. Take your family and leave.' "

Mr. Karaeen said the police moved him, his wife and three children into the street in a rainstorm while settlers danced and offered prayers of thanksgiving.

A settler spokesman, Yigal Kenaan, sought to defend the action. "No Arab was thrown from his house illegally," he said. "What they tell you is oriental imagination."

Silwan, the settlers claim, is the original site of King David's city. Jews lived here 3,000 years ago, then resettled the area in the 1860s when they first ventured outside the Old City. They only abandoned the area in the 1920s and '30s under threat from rioting Arabs.

"Isn't this what Zionism is all about?" said Elyakim Haetzni, a German-born lawyer and member of parliament from the rightist Tehiya-Zionist Revival Movement, who is one of the founders of the settlement movement. "We have come to reclaim our homes."

The issue is now back in the courts. In Silwan, meanwhile, there is one large house divided between the settlers, who have seized eight rooms, and Musa Abbasi, who has been confined with his family to the remaining four.

Mr. Abbasi is angry about the eviction and angry, too, that the part of the house the settlers occupy includes his carefully tended garden. He watches bitterly as they pick the fruit from his lemon tree.

A few weeks ago, he recalled with some amazement, the settlers approached him for the first time for a chat. His reply was the answer Arabs and Jews have been giving each other for decades:

"They tried to talk to me. They said, 'We're neighbors.' I said: 'A neighbor wouldn't do something like this. I'm sorry, but I can't talk to you. You destroyed my life. How can you expect me to talk to you?' "

The new
Olympian Executive Class
We took the airline seat and re-invented it

You fly executive-class because it's important for you to travel relaxed and ready for business the moment you arrive. And you carry the ***American Express Card*** because you appreciate its worldwide support and the special benefits Cardmembers enjoy. Olympic Airways' new ***Olympian Executive Class*** has been created for travellers just like you.

With a personal choice of seat allocation, privileged check-in and extra luggage allowance, exclusive use of the ***Olympian Executive Class*** lounge and three days free, supervised parking at Athens International Airport, this is business-class at its best.

But all the extra features in the world count for nothing if you're not comfortable when you travel long-haul. Settle into our new, ergonomically-designed ***Olympian Executive Class*** seat with its practical foot rest, lumbar-supporting back and adjustable head rest, and you'll wonder how you ever travelled any other way*.

Likewise with the ***American Express Card*** which supports you so perfectly on the ground – with over 1,700 American Express Travel Service locations† in 120 countries, ready to assist you whenever you need their help.

Remember always to charge your Olympic Airways tickets to the ***American Express Card***.

* Olympian Executive Class seat configuration on Boeing 747 intercontinental, and Airbus A310 European flights is two abreast. On other flights where seats are configured three abreast, the middle seat is left vacant, whenever possible. The new seats are available on intercontinental flights only

†Comprises Travel Service locations of American Express Travel Related Services Company, Inc., its affiliates and Representatives worldwide.

OLYMPIC AIRWAYS

AMERICAN EXPRESS Cards®

History has proven that one man's vision can change the world. The future belongs to those who question the present, who don't hesitate to doubt established ideas, because they have ideas of their own. An engineer at Mazda, Mr Yamamoto, believed firmly in the rotary engine when the whole world doubted. He was fascinated by an engine that promised to be smoother, quieter, and more powerful than any other. Together, he and others at Mazda stubbornly overcame every obstacle. It was their determination and belief that carried Mazda to its historic victory in the 1991 Le Mans 24 hour race.

On the road to civilisation. AUTOMOBILES mazda

نسخة من الأصل

Spirit of Puccini Imbues Chinese Composer's Opera

By James R. Oestreich
New York Times Service

WASHINGTON — A lot of bogus Puccini is being written these days by European and American composers with no evident stylistic convictions of their own, eager to capitalize on proven musical and dramatic formulas.

"Savage Land," a four-act opera from 1987 by the Chinese composer Jin Xiang, which has just been given its American stage premiere by the Washington Opera, is something else: a highly individual creation that — though it nearly matches Puccini on his own terms, with slightly updated orchestral effects and far more convincing Orientalisms — is invested with great conviction by a composer for whom turn-of-the-century European styles are fresh and vital.

Gerald Martineau/WP

Composer Jin Xiang.

By his own account, Jin, 56, became enamored of both Western classical music and Chinese folk music in childhood and began a long march toward a career in composition. But no sooner had he completed studies at the Central Conservatory in Beijing than he was sent to a remote forced-labor settlement because of "rightist" political leanings.

In 1979, he was released and allowed to compose. But, Jin has said, "My original foundation had been badly eroded, and I was unfamiliar with the new techniques."

He had to retrain himself, and through these varied experiences he evolved a distinctive aesthetic, which he describes as combining Western technique and Chinese tradition with his own feelings and ideas.

The libretto of "Savage Land" was drawn from a well-known Chinese play, Cau Yu's "Wilderness," by Can's daughter, Wan Fang. The story, set in northern China in the 1920s but similar in its themes to many an Italian opera plot, undoubtedly carried special resonance for the composer.

It centers on Zhou Hu, a young man wrongfully imprisoned for eight years, who escapes and wreaks vengeance on the family of the evil landlord responsible for his arrest and the destruction of his family, only to destroy himself in the process.

Jin's vivid score quotes more or less directly from Stravinsky, Ravel and Prokofiev. But the overriding sensibility is Puccinian, manifest in arias of arching lyricism. Such a wholehearted adoption and eclectic mix of dated Western gestures by an Easterner might have been considered naive two decades ago. But remarkably, Jin's tortuous career path has landed him squarely in the current American mainstream, dominated by New Romanticism. And he wields these varied styles and weds them to one another and to his native idiom with wondrous skill and subtlety.

Still, for someone with serious misgivings about the New Romanticism to begin with, this opera proves doubly disconcerting in some respects.

One of the notable achievements of the modern age has been the international dissemination of the products of the world's great civilizations, but with it has come a homogenizing tendency that now threatens the existence of certain cultural strains. Though Jin should not be made to bear undue responsibility, the very success of his cross-cultural enterprise further suggests a future in which the most salient features of all cultures are blended at the expense of the refinements of each.

This suggestion is only enhanced by the extent to which Jin's long-breathed, soaring melodies obliterate the quicksilver pitch inflections of Chinese speech, so ingeniously mirrored in traditional Chinese opera.

The production is sung in Chinese, with English supertitles, and the six-member cast consists of young Chinese singers trained in Western vocal style.

Sun You, who created the role of Zhou Hu in Beijing in 1987, acted and sang the part here with appropriate bluster, but also managed moments of tenderness, scaling his baritone down to an affecting thread of half-voice. Ye Ying sang the role of his beloved, Jin Zi, with agility and clarity; an occasional hard edge to her soprano, rather than contradicting the vulnerability of her characterization, suggested an underlying strength.

But the most impressive performance was Jianyi Zhang's as Da Xing, the weak-willed son of the landlord. Though Zhang's forceful tenor, with ringing high notes and evenness throughout its range, perhaps gave his character too much grandeur, in strictly vocal terms it was a joy.

Completing the fine cast were Yun Deng, as the landlord's blind widow, and Yuxin Li and Haojiang Tian, in lesser roles.

The conductor was Paulette Haupt, who was primarily responsible for bringing Jin's opera to the United States. Having heard a rehearsal of the work in 1987 in China, she presented it a year later in piano readings at the Eugene O'Neill Theatre Center in Waterford, Connecticut, of which she is artistic director.

The austerely beautiful production, directed by Leon Major, with sets by Andrew Jackness and costumes by Martha Mann, will run at the Eisenhower Theater in the Kennedy Center through Feb. 9.

Renewing Theatrical Ties

American Group Impressed by French Stage's Vigor

By Thomas Quinn Curtiss
International Herald Tribune

PARIS — A group of American theater directors has just visited France to observe the latest trends on the French stage and regenerate theatrical interchange between the two countries.

The six, all associated with leading nonprofit institutions, were André Bishop and Anna Cattaneo of New York's Lincoln Center, Mark Lamus and Greg Leaming of the Hartford Stage in Connecticut, Stan Wojewodski of the Yale Repertory and Lynne Meadow of the Manhattan Theatre Club

They were invited by the Société des Auteurs et Compositeurs Dramatique (SACD) and the Association Française d'Action Artistique (AFAA). French playwrights have noted that the American producers are in arrears in importing their plays. They are also aware that contemporary American dramatists have found more encouragement from nonprofit organizations than in the commercial theater.

For more than a century and a half American audiences saw many of France's spectacular players, along with the plays they brought. The young Rachel visited the United States in 1855 and Sarah Bernhardt, made frequent visits from 1887 until her farewell performances in 1918. Firmin Gémier brought his company in Molière and Shakespeare and music-hall headliners from Yvette Guilbert to Maurice Chevalier and Edith Piaf were favorites on Broadway.

During World War I the French government sent Jacques Copeau's Vieux Colombier players as cultural envoys, and the philanthropist Otto Kahn established a French theater in Manhattan that remained for four years.

After World War II Americans were introduced to a host of new dramatists, from Sartre and Anouilh to the comedies of Barillet and Grédy and André Roussin. Genet's "The Balcony" and "The Blacks" had long runs in Greenwich Village, and in the 1950s the Comédie Française, Louis Jouvet and his company, the Renaud-Barrault troupe and Jean Vilar's TNP visited New York.

French playwrights focus on nonprofit theaters in U. S.

French drama flourished into the 1970s, but it has since declined on Broadway, along with American drama, due to the rise in production costs. The only show of French origin at the moment on the commercial New York stage is "Les Misérables." Newer French authors such as Loleh Bellon, Jean-Claude Brisville, Jean-Noël Fenwick and Didier van Cauwelaert are waiting in the wings.

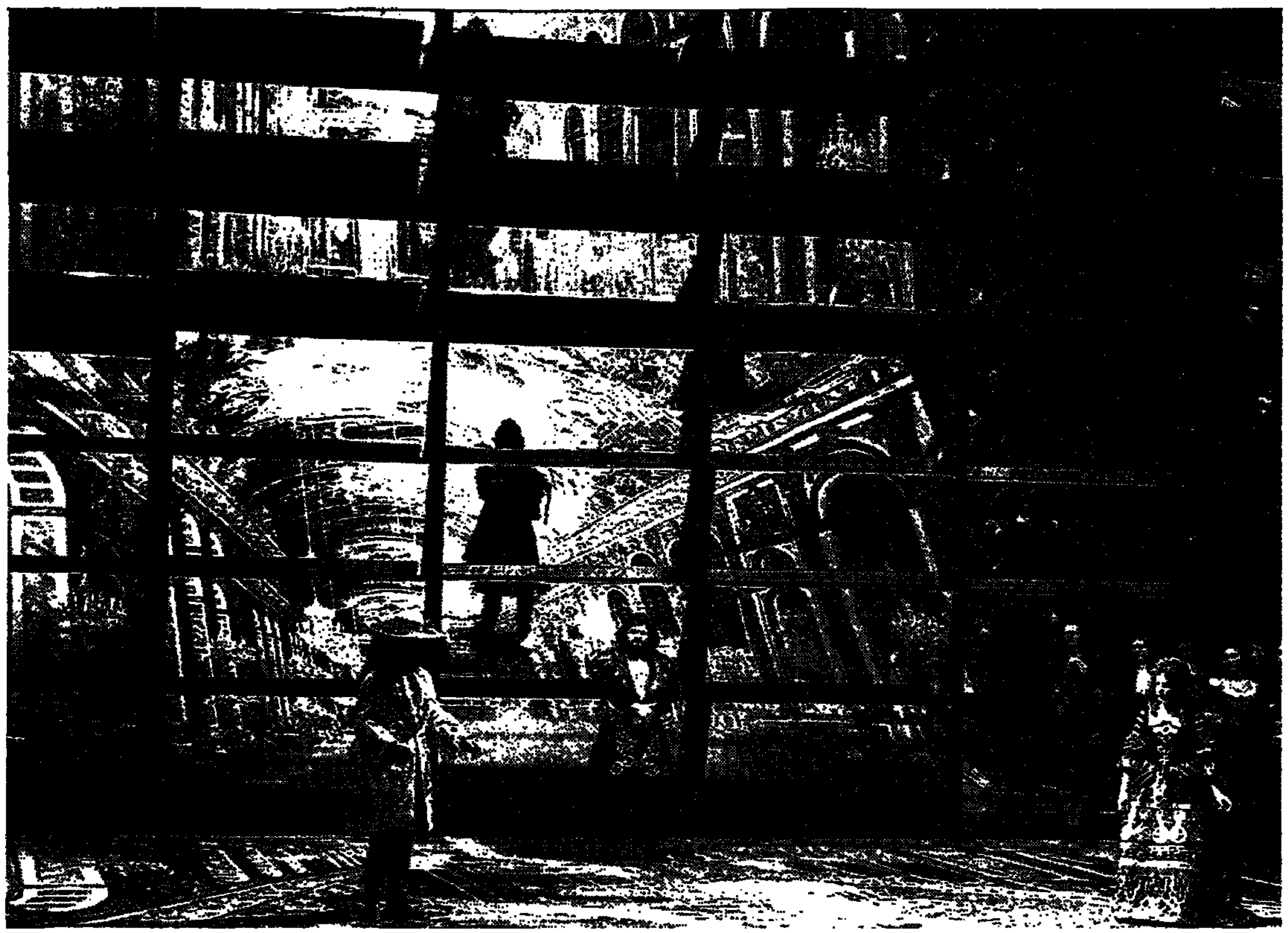
The American committee hosted by the SACD was impressed by Ariane Mnouchkine's staging of Euripedes's "Iphigenia in Aulis" and by Patrice Chéreau's innovative handling of Botho Strauss' evasive "Time and the Room."

Among new plays they saw Francis Huster in "Putzi," Michel Deutsch's "Empire," Victor Haim's "Abraham and Samuel," Eric-Emmanuel Schmitt's "Night of Valognes," and Jean-Claude Brisville's "Antechamber." Lynne Meadow was curious to see the hit comedy, "Kitchen and Pantry," as it might be something for her Manhattan Theatre Club.

They spent a night in Lyon to attend the controversial Bernard-Marie Koltès play, "Roberto Zucco."

THEY had conferences with Jacques Lasalle, administrator of the Comédie Française, and such directors as Mnouchkine, Jorge Lavelli and Jean-Pierre Vincent. The vigorous activity of the French theater and its scope, they agreed, were inspiring.

The result of their visit is already bearing fruit. Meadow has engaged Jean-Marie Besset, a gifted young playwright who spends much time in New York, to adapt a play from Madame de La Fayette's 17th-century novel "La Princesse de Clèves," and Wojewodski is to produce Koltès's "Roberto Zucco" for the Yale Repertory.



Colette Masson/Enguerand

Howard Crook, Jean-Philippe Lafont and Colette Alliot-Lugaz in a scene from the Paris production of Lully's "Alceste."

A Lully Boom Gathers Momentum

By David Stevens
International Herald Tribune

PARIS — Five years ago, for the tricentenary of Jean-Baptiste Lully's death, the Paris Opéra (among other co-producers) enlisted William Christie and his entourage to produce the *tragédie en musique* "Atys," which turned out to be the international hit of the season. It ended the notion of Lully as a moribund figure to be found only in history books, without necessarily encouraging the idea that the phenomenon could be repeated.

But it has been, and now it is necessary to reckon with the possibility that Lully — the Italian-born founder of French opera, dancer-choreographer, composer, violinist, impresario, bare-knuckles politician and much else — was a born man of musical theater whose works can still speak to a modern audience, at least assuming that the production is in knowing musical hands and staged with insight and imagination.

Such was the case with the recent staging of "Alceste," his second collaboration with Philippe Quinault as librettist, at the Théâtre des Champs-Elysées. Musical matters were in the hands of Jean-Claude Malgoire and the spectacular staging and settings handled by Jean-Louis Martinoty and Hans Schavernoch (sets) and Daniel Ogier (costumes).

And with the 1987 production of "Atys" about to embark on its third international round of performances, there is every reason to suppose that "Alceste" may prove to have the same stamina. Although the work was not without its ennuis for some ears, its enthusiastic audience reception suggests that it, too, has the appeal to go on beyond its initial run.

This might not necessarily have been expected. "Atys," behind its mythical facade, is a thoroughly modern love triangle. "Alceste," on the other hand, sets the mythical story in the context of a spectacular welcome home to Louis XIV from his wars in the Netherlands, and its prologue and five acts are full of obvious and not so obvious allegorical allusions to the Sun King.

But Lully today, as in his own day, is highly dependent on stage effects, and Martinoty and his team were major factors in this production. The complex and inventive stage machinery, almost too complex, with its play of mirrors that gave the illusion at times of seeing the action simultaneously from different angles, was a modern metaphor for baroque stage trickery. Events that otherwise might have gone for nothing were made visual, such as the siege of the city of Scyros represented by the "bombardment" of a huge model of a city fortified in the manner of Vauban.

Lully's theatrical sense is present in the variety of contrasts provided by the danced divertissements and in the alternation of serious and comic and allegorical scenes. The vocal layout is essentially that of a continuously heightened recitative that makes more lyric — with Quinault's collaboration — the implied lyricism of the lofty utterances of a Corneille or Racine. For comic relief, Lully's collaborations with Molière were certainly not wasted experiences.

THE cast, some of whom had already had the experience of working on "Atys," was a strong one. Colette Alliot-Lugaz as Alceste and Howard Crook as Admète excelled in the principal dramatic roles. Jean-Philippe Lafont was restrained but powerful as Alcide (Hercules), Sophie Marin-Degor was beguiling as Céphise, the comic servant of the heroine, and François Loup, Gilles Ragon, Jean-Francois Gardeil and Gregory Reinhart were splendid in supporting roles.

A special word for Michel Dens, who has been out of the public eye and ear almost as long as Lully. At age 80, this noted baritone of the '40s and '50s — a militant of the French repertory through some thin years — sang the role of Phérès, the aged father of Admète, with firm voice and unshakable poise. If a case is to be made for the continuity and suavity of French vocal style from Lully to this century, Dens provided it.

Malgoire, long a champion of the composer and of this opera, presided efficiently with his Grande Ecurie and ancillary forces. The choreography was in the hands of Marie-Geneviève Massé and François Raffinot.

The revival of "Atys," again under Christie's musical direction and in the staging by Jean-Marie Villegier and sets and costumes of Carlo Tommasi and Patrice Cauchetier, all so highly praised five years ago, began at the Opéra Comique Tuesday, where it runs until Feb. 5. After that it will be seen in Madrid Feb. 15 to 19, Montpellier Feb. 25, 26 and 27, Caen March 6 and 7, and New York (Brooklyn Academy) March 18 to 22.

The Montpellier Opera, a co-producer of both these spectacles, will also present the "Alceste" on Feb. 14, 16 and 18.

LONDON THEATER

Spreading a Little Songbook Happiness

By Michael Billington
International Herald Tribune

LONDON — You can hardly move at the moment for songbook-shows. But although they often look like ersatz substitutes for real musicals, "Spread a Little Happiness," a celebration of the still-buoyant, 87-year-old Vivian Ellis at the King's Head, is an absolute crackerjack. I am happy to testify that the fact that the show is devised and narrated by the resident occupant of this column, Sheridan Morley, in no way disarms my critical judgment.

There are several reasons why the show radiates extraordinary joy. One is that the zippy, 32-song format is particularly suited to the talents of Ellis, who came to fame in the '20s and '30s world of Cochran and Charlot revues. Another is that Ellis was a far better composer than his two celebrated British contempories: the insufferably glutinous Ivor Novello and the melodically brittle Noël Coward.

But the key reason why the show works is that, in an age when passion is indicated by baring one's soul and one's tonsils before a microphone, it makes one pleasurably nostalgic for a period when romance was compatible with wit, irony and fun.

Even Ellis's most ardent love songs — such as "I'm on a See-Saw" and "Ma Belle Marguerite" — have a spring-heeled lightness and dancing gaiety. But he also emerges as a neglected writer of comic ditties. There are nonsense songs like "Hengist and Horsa," who claim to be mentioned in Chaucer, and "The Flies Crawled Up the Window" which had the audience joining in with pantomimic glee. There are sharp satires like the attack on "Uproarious Devon" where there's nowhere to park 'til seven. And, on a more knowing level, there's a song he wrote for Sophie Tucker, to words by Jack Yellen, that sagely suggests "Laugh and the world laughs with you, / Weep and you sleep alone."

One virtue of the anthology-format is that you get the cream of Ellis's stage musicals — such as "Mr. Cinders," "Bless The Bridge" and "The Water Gypsies" — without having to sit through the whole shows.

The evening is staged with great flair by director Dan Crawford and choreographer David Toguri and the numbers are put across with enormous charm by the cast of six: particularly outstanding are Rachel

Tristram Kenton

Fiona Sinnott, Maurice Clarke in "A Little Happiness."

Robertson as a waif-like Piccadilly prostitute in search of her dog and Thelma Ruby as a wistful Kensington nanny selflessly devoted to "Other People's Babies."

Morley presides over the proceedings with avuncular authority and my only regret about an evening of blithe escapism is that he was not persuaded to abandon his stool and join in the dance. On your toes, Morley!

Elsewhere, it's been a busy week on the London fringe. At the Young Vic Studio, Black Mime Theatre presents a three-woman show, "Drowning," about the perils of female alcoholism. To anyone who still equates mime with white-faced figures in billowing silk walking into the wind, it will come as a revelation: mime has acquired a voice and is even in danger of logorrhea. In fact when the three performers — Tracey Anderson, Arosemayer Diedrick and Cassi Pool — are physically depicting how women are driven to drink by boyfriends, work and early motherhood, they are excellent. The show only falls apart when they heave at us a pious conclusion about drink being "the only drug that affects every major organ of the human body." So what about cocaine, I felt like asking.

At the Finborough Theatre Club we get a rare chance to see a prize-winning play from Quebec: "The Cézanne Syndrome" by Normand Canac-Marquis translated by Louison Danis. It's an emotionally pulverizing account of a man coming to terms with the death of his wife and child in a car accident. His message seems to be that he can only exorcise his grief by accepting moral responsibility for the fatality. The problem is that it's hard for the audience to sort the reality from the fantasy; but, even if the format is tricky, the pain is real and the performances of Nick Sutton and Julie Riley exemplary.

At its best, fringe theater challenges the top companies; at worst, it can be amateur night. As an example of the latter, I would cite the Actors Touring Company revival of Schnitzler's "La Ronde" at the Watermans. Two actors play all 10 roles in Schnitzler's cynical sexual round-dance, here updated from turn-of-the-century Vienna to the present-day to hammer home a lesson about AIDS. The pneumatic Victoria Scarborough and the versatile Colin Watson are defeated by a clumsy production that forces them to double as multiple perfomers and scene-shifters.

ACROSS

1 Distaff knights
6 Coll. degrees
9 Rum cakes
14 Convex molding
15 Shut up
16 Disintegrate
17 Savage
18 Significant period
19 Broadcast
20 Start of a puzzler's wish
23 Suffix with host
24 Use art gum
25 "—— the ramparts . . ."
26 Less shallow
29 Neglectful
32 Craze
34 She, in Cherbourg
35 Puzzler's wish, continued
40 Ramble
41 Explorer with Clark
42 Iodine source
44 Hockey great
45 Seine
46 Bond rating
47 Maiden
51 Tiny fissure
54 Baobab or banyan
56 Exhibition
57 End of puzzler's wish
64 A Turner
65 Disjoin
66 Pahlevi once ruled here
67 Wire nail
68 Occupation
69 Engender

DOWN

1 Removed, as one's hat
2 Reluctant
3 Blue
4 Film heavy Jack ——
5 Food fish
6 Arab potentate
7 Yogi of baseball
8 Influences
9 Suitor
10 Neighbor of Calif. and N.M.
11 Russian wolfhound
12 An Astaire and namesakes
13 Ritual dinners
21 Roman poet
22 Jewels for Paloma Picasso
27 Hyde Park vehicle
28 Break a fast
30 Wapiti
31 Unassuming
33 First place
34 Give out
35 African antelope
36 Disserve
37 Have markers out
38 Ignoble
39 Spirited self-assurance
40 Baculine instrument
43 Defray
48 Valuable violin, for short
49 Suffix with east
50 Minimum
51 Core group
52 Brazilian coffee
53 Edge in a molding
55 Jug
56 Flintstone or Allen
57 Atty.'s degree
58 Abalone shape
59 Divers information
60 Gametes
61 Prefix for color
62 "Hell," to Sherman
63 Bill passed regularly

1	2	3	4	5	■	6	7	8	■	9	10	11	12	13
14					■	15			■	16				
17					■	18			■	19				
20					21				22					
23			■	■	24					■	■	25		
26			27	28		■	■	■	29	30	31			
■	■	■	32			33	■	34				■	■	■
■	35	36					37					38	39	■
40				■	41					■	42			43
44			■	■	■	45			■	■	■	46		
47			48	49	50	■	■	■	51	52	53			
■	■	■	54			55	■	56				■	■	■
57	58	59					60					61	62	63
64				■	65					■	66			
67				■	68					■	69			

© New York Times, edited by Eugene Maleska.

Solution to Puzzle of Jan. 21

S	P	A	R	S	■	A	G	A	■	A	P	A	R	T
A	R	G	A	L	■	L	E	W	■	L	E	V	E	E
F	O	R	T	E	■	A	N	A	■	P	R	A	S	E
E	L	I	T	E	■	S	T	R	A	I	T	■	■	■
R	E	C	A	P	S	■	L	E	A	N	■	D	E	E
■	■	U	N	S	U	R	E	■	R	I	M	I	N	G
A	L	L	■	■	P	O	M	P	■	S	O	R	O	R
D	E	T	E	R	■	M	A	I	■	T	I	T	L	E
A	M	U	S	E	■	A	N	T	I	■	■	F	A	T
P	U	R	E	E	S	■	F	A	T	I	M	A	■	■
T	R	E	■	C	A	S	A	■	S	N	O	R	T	S
■	■	■	C	H	O	I	R	S	■	C	O	M	E	T
C	A	M	E	O	■	E	M	E	■	I	R	E	N	E
A	B	E	L	E	■	N	E	T	■	T	E	R	S	E
B	A	T	T	S	■	A	R	A	■	E	S	S	E	N

Dining Out

PARIS 7th

THOUMIEUX

Specialties of the South West of France. Confit de canard & cassoulet au confit de canard. Air conditioned. Open everyday. 79 rue St.-Dominique. Tel.: (1) 47.05.49.75. Near Invalides Terminal.

PARIS 8th

CARR'S
AUBERGE DE FRANCE

Bar - Restaurant - Warm Welcome
French and Irish cooking.
1, rue du Mont Thabor. Tel.: 42.60.60.26.

PARIS 15th

LE WESTERN

The american restaurant in Paris. Formule Western F.Fr.230, bev. excl. Open daily. Tel. 42.73.92.00. Paris Hilton - 18, ave. de Suffren.

PARIS 17th

CHEZ FRED

Lyonnais bistro, traditional French cooking. Daily specialties. Closed Sundays, 190 bis, bld. Pereire, 75017 Paris. Tel.: 45.74.20.48.

ROME

DA MEO PATACCA

Trastevere. Rest. famous for fun food, music & folklore. 00153 Rome, Piazza De Mercanti 30. Tel.: 06-5816198, 5882193, Fax 5812552.

International Herald Tribune
Published With The New York Times and The Washington Post

LIVING IN THE U.S.?
NOW PRINTED IN
NEW YORK
FOR SAME DAY
DELIVERY IN KEY CITIES
TO SUBSCRIBE, CALL
1-800-882 2884
(IN NEW YORK, CALL 212-752-3890)

Herald INTERNAT[illegible]AL Tribune
Published With The New York [illegible] and The Washington Post

Israelis and America

A burdensome but not fatal hitch has turned up in the Middle East peace talks. Palestinians agreed to defer their reach for an independent state and instead to pursue the self-rule that American sponsors of the conference had inscribed as its first goal. American firmness played a major part in extracting this large, politically difficult and essential retreat. No sooner had Palestinian negotiators offered a historic first autonomy proposal, however, than the government of Israel suffered a blow. Two small right-wing parties — Likud's margin of power — quit in opposition to Prime Minister Yitzhak Shamir's willingness even to consider autonomy, let alone a Palestinian version of it. So now the Palestinians, who always spurned self-rule as a dead end, are warily prepared to treat it as a halfway house. The Shamir government, which had accepted autonomy as the basis of negotiation, shrinks from putting its own proposal on the table.

Mr. Shamir must decide when to call new elections and how to govern in the interim. But a larger question looms. Is Israel prepared to carry peace talks with Palestinians through to a mutually satisfactory conclusion? In the defection of the two right-wing parties may lie a breakthrough opportunity for Likud to shed its extremist splinters and firm up a centrist position from which Israel could negotiate first on autonomy and later on the internationally approved terms of land for peace. But in Mr. Shamir's defiant support on Monday for unrestrained West Bank settlements, there was no hint of sympathy for this view.

The breakthrough potential is further narrowed by Palestinians' continuing acts and words of violence suggesting that they have not made an irreversible commitment to peace after all. Israelis will not take the chance, and cannot be expected to, of surrendering territory for peace unless they believe that it will leave them more secure.

All this puts a heavy obligation on the United States to make sure that a negotiation will strengthen Israeli security — and to persuade Israel to accept it. At the same time, it puts a heavy obligation on Israel to refrain from the unilateral steps — expanding West Bank settlements — that remove a crucial activity from the sphere of mutuality and push peace further out of reach.

This is the core of the tension over the loan guarantees. The American government seems prepared to link the guarantees, vital to Israel's growth, to a settlement freeze. The issue is up for early resolution in Washington, and there is no good reason to delay. Heading for the polls, Israeli voters should know whether their government is or is not conducting a policy that permits generous American support for the development as well as the security of Israel.

— *THE WASHINGTON POST.*

Tiananmen in East Timor

What President George Bush has called "the tragedy in East Timor" is *finally* eliciting more than ritual sympathy. The former Portuguese colony was forcibly seized by Indonesia in 1975, an act comparable to Iraq's devouring of Kuwait. This was largely ignored until last Nov. 12, when Indonesian troops killed 50 Timorese at a wreath-laying ceremony for a slain youth, an act reminiscent of China's 1989 massacre of pro-democracy students in Beijing.

Unable to ignore protests, Jakarta's military rulers ordered an inquiry. They now acknowledge the 50 deaths but say that they resulted from a "spontaneous reaction by soldiers" provoked by mourners waving "anti-Indonesian" banners. Numerous witnesses, including two American journalists, say the troops acted with cool deliberation.

Creditably, Portugal has mounted a campaign in behalf of its former colonial subjects. In Washington the other day, President Mário Soares sought President Bush's active help in holding Indonesia accountable for its misdeeds. Jakarta insists that it seized East Timor for humanitarian purposes to save lives threatened by civil strife, and says that a largely Roman Catholic people have welcomed their annexation by Islamic Indonesia. If so, the Portuguese ask, why not let the East Timorese express their wishes in a genuine referendum?

President Bush condemned the situation as a "tragedy" at a news conference on Dec. 19, before his Asian trip. He went on to say, "We pride ourselves, and I think properly so, on standing up for human rights, and I think we've made clear to the parties that are interested there the U.S. position." But after his meeting with President Soares, a White House statement — much to Mr. Soares's dismay — did not mention East Timor at all, alluding only to "Asian developments."

This skittishness harks back to the Cold War deference to a huge Asian country that has been a major buyer of U.S. arms. Times have changed. Less deferential members of the U.S. Congress have forthrightly condemned Indonesia's Tiananmen and are weighing trade and loan sanctions. That may be the kind of "Asian development" that Jakarta's rulers will take seriously.

— *THE NEW YORK TIMES.*

Asylum Isn't in Order

Is the killing of a British officer in Ulster by the IRA a political crime for which the United States should grant sanctuary? Or is it a straightforward murder — a case in which officials in the U.S. government should cooperate with the British in bringing the gunman to justice? These conflicting views of a crime committed a dozen years ago by Joseph Doherty have been before American courts since 1983, when Mr. Doherty, who escaped from a maximum security British prison, turned up working in New York. His case was probably settled last week when the Supreme Court turned down his request for a new hearing in deportation proceedings. But this fugitive has friends in the U.S. Congress — lots of them — who are still pressing for a reprieve from the attorney general.

In the normal course of events, it could be expected that escaped convicted murderers would immediately be extradited to a friendly and democratic country like Britain, and that is what the U.S. government attempted to do with Mr. Doherty. U.S. District Court Judge John Sprizzo, however, surprised immigration officials in 1984 when he ruled that the killing was a political offense not subject to extradition, a finding that is not appealable. The government then began deportation proceedings, since Mr. Doherty is clearly an illegal alien. At first he agreed to be deported to Ireland (he has both British and Irish citizenship), but when Ireland strengthened its extradition treaty with Britain in 1987, he withdrew that consent and sought to reopen his request for a stay of deportation and political asylum. Throughout the years of petitions and appeals, successive attorneys general — who have the final word in the administrative determination of immigration cases — have maintained that he must be deported and that he must be sent to Britain, where he will go to prison for life. The Supreme Court has confirmed the attorney general's discretionary right to make this decision.

Support for Mr. Doherty's cause has been intense, if not broad, primarily in Northeastern American cities with a sizable population of Irish immigrants and dedicated Irish-Americans. An amicus brief in his behalf was filed in the Supreme Court by 142 members of Congress, and after the decision 50 legislators signed a letter to Attorney General William Barr asking him to reverse the position taken by his predecessors.

That would be unwise. While it is unusual to deport an alien to a specific country against his will, the attorney general does have the power to do so to protect the interests of the United States — here, the maintenance of close cooperation with the British in combating international terrorism. Mr. Doherty has had a full airing of his case in American courts. We find nothing troubling about denying political asylum to someone convicted of murder in the course of a violent campaign to overturn the democratically elected government in one of America's oldest and firmest allies.

— *THE WASHINGTON POST.*

Other Comment

Algeria and Islam

If a free election is the doorway to democracy, it *is not democracy itself*, which presupposes pluralism and respect for minorities and individual freedoms, all of which political Islam has refused with terrible obstinacy. So [Prime Minister Sid Ahmed] Ghozali did not open the door that the Islamic Salvation Front wanted to close again and bar. I do not know whether he was right. But when all of modern and modernist Algeria, with women in the forefront, voices its approval for the military coup, there must be a pressing reason which we should not reject out of hand.

The reason is Islam. Islam is not, for the Arab peoples, one of the obstacles on the path to democracy: It is the unavoidable obstacle. There does exist a modern and tolerant Islam, but, from Karachi to Marrakech, it is not, frankly, the one we are hearing from. Islam is not a religion like other religions. It recognizes neither secular power nor secular knowledge: it is the only "ideology" (along with Nazism and communism) to openly preach the assassination of liberal democracy.

Without the Islamic Front in power, Algeria's future is dark. With it, it is tragic.

— *Claude Imbert, Le Point (Paris).*

For Algeria, other rules apply. A massacre in Beijing discredits the Chinese regime for years: international opinion did not blame the military powers very long for the 500 deaths in Algerian cities during the unrest of October 1988. While the leaders of the Moscow coup against Mikhail Gorbachev were quarantined as evil attackers of democratic legitimacy, Algeria's new junta benefits from the fact that the children of the revolution against France are still considered a national-progressive force.

An Islamic Front electoral victory would not have destroyed a blooming democracy.

— *Süddeutsche Zeitung (Munich).*

INTERNATIONAL HERALD TRIBUNE
KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER
Co-Chairmen

LEE W. HUEBNER, *Publisher*
JOHN VINOCUR, *Executive Editor* • WALTER WELLS, *News Editor* • SAMUEL ABT, KATHERINE KNORR and CHARLES MITCHELMORE, *Deputy Editors* • CARL GEWIRTZ, *Associate Editor*
ROBERT J. DONAHUE, *Editor of the Editorial Pages* • REGINALD DALE, *Economic and Financial Editor*
RENE BONDY, *Deputy Publisher* • RICHARD H. MORGAN, *Associate Publisher*
JUANITA L. CASPARI, *Advertising Sales Director* • ROBERT FARRÉ, *Circulation Director, Europe*
International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly-sur-Seine, France.
Tel.: (1) 46.37.93.00. Telex: Advertising, 613595; Circulation, 612832; Editorial, 612718; Production, 630698.
Directeur de la Publication : Richard D. Simmons
Chairman from 1958 to 1982: John Hay Whitney
Editor for Asia: Michael Richardson, 5 Canterbury Rd., Singapore 0511. Tel. 472-7768. Tlx RS56928
Mng. Dir. Asia, Rolf D. Kranepuhl, 50 Gloucester Rd., Hong Kong. Tel. 8610616. Telex: 61170
Mng. Dir. U.K. Garry Thorne, 63 Long Acre, London WC2. Tel. 836-4802. Telex 262009
Gen. Mgr. Germany: W. Lauterbach, Friedrichstr. 15, 6000 Frankfurt/M. Tel. (069) 726755. Tlx 416721
Pres. U.S.: Michael Conroy, 850 Third Ave., New York, N.Y. 10022. Tel. (212) 752-3890. Telex 427175
S.A. au capital de 1.200.000 F. RCS Nanterre B 732021126. Commission Paritaire No. 61337
© 1992, International Herald Tribune. All rights reserved.
ISSN: 0294-8052.

A Western Chance to Promote Democratic Capitalism

By Dimitri K. Simes

WASHINGTON — This week's Washington conference on international aid to the former Soviet Union provides George Bush a perfect opportunity to help assist the birth of democratic capitalism in the failed empire — by committing the United States to a bold role in providing long-term aid and advice to the struggling new nations.

The president's move would come at a time when the march from totalitarian communism in Russia, the dominant new state, has been interrupted by bitter divisions, authoritarian tendencies, excessive personal ambitions, lack of a coherent program, gross incompetence and rampant corruption.

> ***Virtually all Russian economists outside the government have criticized its economic program as well-intentioned but seriously flawed.***

Boris Yeltsin still remains firmly entrenched at the top of the Russian political pyramid, even though there may be changes in his government as dissatisfaction grows in the wake of price reforms that are driving consumer prices through the roof. But if American support of this experiment is to achieve its intended results, the United States must accept that nothing short of a massive Western presence will work.

A look at Russia's problems offers insights into the problems throughout the old empire.

In some respects the Yeltsin government echoes the ill-fated regime of Mikhail Gorbachev. It is a coalition of diverse groups that often disagree sharply, with paralyzing effect, about what needs to be done.

President Yeltsin's cabinet is pro-reform and includes mostly young (in their 30s and 40s) academics, champions of free market economics grouped around Deputy Prime Minister Yegor Gaidar. But the gargantuan presidential administration actually charged with carrying out reforms is a replica of the old conservative Soviet apparatus.

It is run by Mr. Yeltsin's old associate from Sverdlovsk, a former provincial party secretary and ambassador to Cuba, Yuri Petrov. Mr. Petrov is much more than the Russian equivalent of the White House chief of staff. His growing bureaucracy employs thousands. The directorate for maintenance and logistics alone numbers about 12,000 people. Similar mastodon directorates supervise personnel in the entire government, including the crucial appointments of Mr. Yeltsin's special representatives — prefects, in effect — to the provinces.

The presidential administration, now ensconced in the old Central Committee headquarters near the Kremlin, is staffed by many of the old Central Committee bureaucrats. This bureaucratic elite — the nomenklatura — is in no hurry to apply radical reforms that would remove it from power.

Meanwhile, authoritarian tendencies are emerging in Russian politics. There is no sign of Mr. Yeltsin becoming a dictator; rather it is a matter of the totalitarian roots of most members of his government, his own apparatchik past, Russia's autocratic tradition, ignorance about democratic procedures and, most important, strong pressures to take extraordinary measures to keep the deteriorating situation under control.

Mr. Yeltsin recently made some moves that push these worries to the fore.

In late December he issued a decree establishing a Ministry of Security and Internal Affairs to oversee remnants of the old KGB, Interior Ministry troops and regular police forces. There has not been an organization with such sweeping police responsibilities since Stalin's day.

Amid widespread worries and parliamentary opposition, Mr. Yeltsin ordered the new ministry's immediate formation under the direction of General Viktor Barannikov, a career police official. Fortunately, the Russian constitutional court pronounced the decree illegal and banned its implementation.

The Russian Supreme Soviet has launched an attack on freedom of the press. On Dec. 19, at the request of Procurator General V. Stepankov, it passed a law obliging journalists to disclose their sources to the courts and investigators. Reporters will face criminal prosecution for disclosing state secrets even if they did not know it was classified information; hidden filming of any event is banned.

Mr. Yeltsin, to his credit, has indicated that if the law is not changed, he will veto it. But newspaper editors complain that although there is no outright censorship, the Russian leadership is trying to pressure them with stern warnings and, more ominously, by using its control over their buildings, paper supply and means of delivery to intimidate them.

Virtually all Russian economists outside the government have criticized Mr. Gaidar's economic program as well-intentioned but seriously flawed, because it does not synchronize price liberalization and privatization, which is still in a very elementary stage. They warn that price decontrol without a breakup of the government monopoly of enterprises may lead to hyperinflation rather than increased production of consumer goods.

If it is needed, the United States should not hesitate to offer mediation between Russia and the other newly independent states, particularly Ukraine, and make clear that political jockeying with Moscow, such as Ukraine's attempt to take over the Black Sea fleet, will not win favor in Washington.

The coming conference on aid could lead to formation of a new international organization, perhaps a new foundation, directed solely at the resurrection and preservation of civil societies in the former empire. Such an organization would have the advantage of wielding enough leverage over aid to get things done. Supervising the logistics will require offices in various parts of the former empire. And since such an organization is bound to be controversial, the wisest course would be to give it nongovernmental status.

There are a variety of ways to organize the Western effort, but most important is that it be a high-level one, well orchestrated and with one voice. Piecemeal Western assistance provided through multiple channels cannot become an effective instrument in guiding Russian change.

The task of transforming Russia is too great to be left to international monetary institutions, humanitarian agencies and visiting Ivy League professors.

The writer is a senior associate of the Carnegie Endowment for International Peace. He contributed this comment to The Washington Post.

Shock Therapy Is the Wrong Treatment

By Melvin Fagen

GENEVA — Boris Yeltsin's shock therapy for Russia is likely to bring economic anarchy that destroys nascent democracy throughout the former Soviet Union.

Yet the Russian president persists, following advice from foreign advisers and from some fledgling economists in his entourage who seem to have gained their knowledge of market economics from Milton Friedman-type textbooks.

> ***Only then, when sufficient goods were available, should prices have been allowed to rise — gradually.***

Since Jan. 2, Mr. Yeltsin has allowed prices to rise to black market levels — three to 10 times the previous prices — while keeping a tight lid on incomes. This policy is supposed to induce producers to deliver more goods, and thus lead to stabilization of the price-income ratio after two years or so of hardship.

Is it any wonder that Russians are taking to the streets in protest? It is likely that more than half the population is now living below the poverty line, unable to afford adequate food and other requirements.

In fact, prices have not been liberalized, they have been hijacked. Prices are set by people whom Mr. Yeltsin himself has called "Mafia-type" intermediaries; they hold back goods from official markets so as to profit from scarcity. The alleged purpose of the price rises has been to reward producers for increased output and deliveries, but the distribution system fails to bring greater supplies to market at affordable prices.

Mr. Yeltsin had to know that the distribution system was controlled by profiteers. The failure of Mikhail Gorbachev's price increases last April to bring increased supplies demonstrated that.

The first rule of sound economic management for a government is to maintain a stable price-income ratio — preventing sudden impoverishment — that allows only very slight changes. That is why responsible governments take care to avoid runaway inflation.

The abrupt price rises have undermined the ruble. The dollar is becoming the unofficial currency, but there are too few dollars. The U.S. government helped Poland set up a currency stabilization fund as a first step to reform, but such help has not yet been offered to Russia.

The fundamental mistake of the Yeltsin regime has been to try to move to a market economy with radical change in the price-income ratio as the first step toward reform, and by taking steps now to make the ruble freely convertible. Instead, the old currency should have been replaced with a new domestic monetary unit, as was done after the war in West Germany.

Action should then have been taken to increase the incomes of the people, privatize enterprises, remove profiteers from the distribution system and reorganize retail trade. Only then, when sufficient goods were available, should prices have been allowed to rise — gradually.

At present, the need is to use the powers of government to enforce lower prices for essential consumer goods while eliminating the black marketeers who control distribution. The army may have to be used to receive goods from producers and move them to the markets, using its own trucks and storage facilities.

Valtr Komarek, a former deputy prime minister of Czechoslovakia, has written *(Opinion, Jan. 7)* that it was a mistake for the East European countries to try to move from a command to a market-oriented economy too swiftly. He asserts that "shock therapy is untested beyond the economic laboratories of Cambridge, Massachusetts."

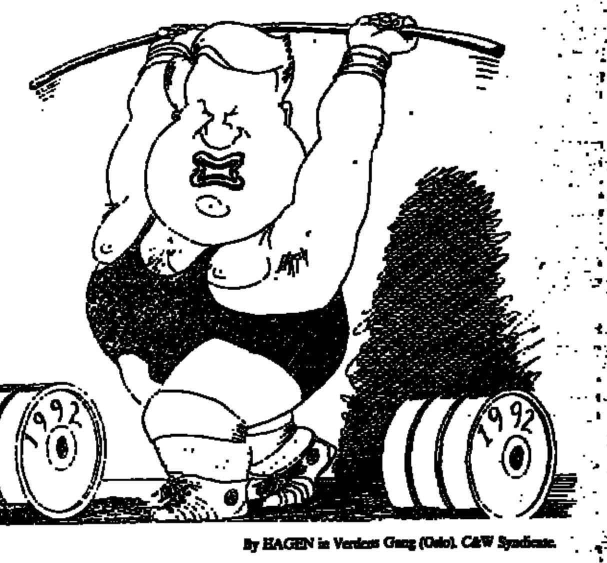
The formula has in fact been tested in many places, especially in those underdeveloped countries that have suffered street riots and lower living standards as a result of the requirements imposed on them by the International Monetary Fund.

Mr. Yeltsin, for his own sake and in the interests of his country, should recognize that his role is to help the peoples of the Commonwealth of Independent States to improve their living standards and thus to realize their hopes for democracy.

Will he change his shock therapy policies now that he is confronted with public unrest and strong opposition? There is one reason to believe that he may. In his negotiations with the other republics, he has shown a certain willingness to compromise.

He must now realize that he might find himself powerless in the eye of a storm of disobedience. Already, some municipal authorities — responding to protests and strikes by consumers — have re-imposed lower prices for essential goods in their jurisdictions. A majority in the Russian parliament seems unwilling to approve shock therapy. He should give way to the popular will.

The writer, a former director of the UN Economic Commission for Europe, contributed this comment to the International Herald Tribune.



By HAGEN in Verdens Gang (Oslo). C&W Syndicate.

Soon, a Humbled President's Chance to Restore the Stature Gap

By David S. Broder

MANCHESTER, New Hampshire — An essential part of any incumbent president's re-election strategy is beginning to slip away from George Bush. The "stature gap" between him and his Democratic challengers is narrowing here in New Hampshire, site of the first presidential primary.

The classic example of the stature gap was provided here 20 years ago. Richard Nixon, finishing his first term, was challenged in the Republican primary by two members of the House of Representatives. Pete McCloskey of California ran as a liberal critic of the continuation of the Vietnam War; John Ashbrook of Ohio ran as a conservative rejecting Mr. Nixon's moderate domestic policies.

Mr. Nixon ignored their complaints and the criticisms coming from the large field of Democrats, led by Senators Edmund Muskie of Maine and George McGovern of South Dakota. In the run-up to New Hampshire's voting, Mr. Nixon was thousands of miles away, making the first presidential visit to China since he had ended a generation of U.S. isolation of that country.

As the late Theodore H. White recounted, Mr. Nixon arranged for television viewers nationwide to see startling contrasts between him "serenely strolling" with Chinese leaders and the Democratic front-runner, Mr. Muskie, shouting denunciations of a White House-inspired smear in the Manchester Union Leader — and losing control of his emotions.

While Mr. Nixon pursued his summitry in Beijing, the Democratic candidates were struggling to deal with grittier issues. At their televised debate, a little-known challenger waved a rubber rat in their startled faces to make a point about life in the slums.

Mr. Nixon, needless to say, turned back the McCloskey-Ashbrook challenges in New Hampshire and went on in November to a 49-state landslide victory over Mr. McGovern.

To put the 1992 contrast in the bluntest terms, New Hampshire voters last week saw the Democratic challengers discussing their economic recovery programs in serious, sober terms and with substantial agreement, while Mr. Bush was in the state joking about the flu bug that caused him to vomit on the lap of the prime minister of Japan.

The pomp and ceremony that normally surround any presidential visit were absent from Mr. Bush's return to the state that launched him toward nomination and election in 1988. Worried that the conservative commentator Patrick Buchanan, Mr. Bush's opponent in the Republican presidential primary, was scoring with charges that the president was indifferent to the recession, which has caused bankruptcies and layoffs in New Hampshire, Mr. Bush's strategists directed him to be as humble as possible.

At his campaign stops there was no playing of "Ruffles and Flourishes" or "Hail to the Chief," no offstage, disembodied voice intoning "Ladies and gentlemen, the president of the United States." Instead Mr. Bush strolled in with his hosts at each event and waited his turn to speak.

The down-home style extended to Mr. Bush's slangy speeches and a lengthy handshaking and chatting session with voters at a town meeting in Exeter. The humility has its value, even if it puts him on the same level as his challengers. It helps rekindle the goodwill that Mr. Bush won here in three campaigns in the 1980s. The warm personal ties are being reinforced by the enormously popular first lady, Barbara Bush, in her campaign stops this week.

My unscientific soundings of voters last week found little of the personal antagonism toward Mr. Bush that other reports had led me to expect. To the contrary, the impression is that he retains the affection of many voters, who pull out photos of family members with him at campaign events in 1980, 1984 or 1988, or reminisce about having met him.

Even voters like Earl Hodgden, who has survived on part-time carpentry jobs since losing his position as a purchasing manager for a computer firm two years ago, blame all of Washington — and especially the Democratic Congress — for "failing to pay attention" to the warning signs of economic trouble. They do not focus their frustration on Mr. Bush.

The strong impression I have is that voters here recognize that the economic problems are serious and deep-seated and are searching for someone with a long-term blueprint for restoring U.S. competitiveness, not a politician promising a quick fix.

And that is Mr. Bush's problem. The candidates he dismissed on his visit as "these carping little liberal Democrats jumping all over my you-know-what" spent two prime-time hours on the state's largest television station Sunday discussing civilly and soberly their prescriptions for the U.S. economy, schools and social needs. Each of the five was more assured and articulate than in the first debate on NBC a month ago, and together they gave evidence that the Democrats have serious alternatives to propose.

Had Mr. Bush been dropped into the debate to deliver the lines he used on his campaign swing through the state, he would have sounded like the candidate who had given the least thought to these problems and had the least to offer.

But he is the president, and next Tuesday he will be delivering the State of the Union address in an eminently presidential setting that none of his rivals can command. It will be his opportunity to regain his stature — and he'd better not blow it.

The Washington Post.

But What Kind of Democracy Is This?

By Larry Agran

PORTSMOUTH, New Hampshire — Last summer, before I announced my candidacy for the Democratic presidential nomination, it never occurred to me to wonder whether the chairman of the Democratic National Committee in Washington or network executives in New York would like my message.

Instead, I worried whether millions of Americans would respond to a campaign calling for immediate measures to halve the military budget and use the funds to rebuild the country.

Fortunately, they did. After several of my appearances on national television, positive reactions came in from every part of the country. It seemed that a former mayor — a liberal Democrat from conservative Orange County, California, no less — *could* run for president.

This long-shot possibility was confirmed when my name appeared in several early polls, including a Gallup Poll in September.

Then, just as the door seemed to be opening for our campaign, it started to swing in the other direction.

That door was locked Sunday night as I stood outside with 400 pro-democracy picketers in freezing weather while the "official" Democratic candidates debated inside a warm New Hampshire television studio.

Last fall Ron Brown, chairman of the Democratic National Committee, and his operatives began to pass the word to state party chairmen that there were just six "major" candidates and that I was not one of them.

Taking their cues from the committee, the national news media dutifully fell into line.

In New Hampshire, Chris Spirou, the state's party chairman, followed Mr. Brown's script.

Calling me a "minor" candidate, he shut off my microphone while I was speaking at a state Democratic convention in November.

Then he refused to invite me to a health-care forum for candidates in the city of Nashua last month.

When I went to the event anyway, stood up and asked to be included, he and the forum's moderator, Senator Jay Rockefeller, Democrat of West Virginia, would have had me dragged off by security guards had not the audience insisted that I be included.

With the acquiescence of the other major candidates, I have little reason to believe that Mr. Spirou will include me in any further state events.

Paul Tully, the national committee's political director, told me that he could do nothing to improve the situation. The Democratic Party, he said is a "ramshackle operation."

While these actions seem to hold little interest for the national media, New Hampshire newspapers have come to my defense.

Noting the seriousness and reach of my campaign — I am on the ballot in 27 states, and have slated more delegates than some of the other major candidates — they have concluded that by any reasonable standard I should be included in the debates leading up to the Feb. 18 primary. The self-appointed gatekeepers should listen.

Once presidential candidates have qualified for the ballot in states — something only well-organized candidates can do — the voters should have a chance to hear from them in nationally televised debates.

If this principle had been observed, I would have been on stage at the debate sponsored by NBC last month. Instead, Michael Gartner, the president of NBC News, told me that, based on "news judgment," only the six (now five, with Douglas Wilder's exit) were worthy of participation.

Important nationally televised debates will take place Jan. 31 and Feb. 16. I hope that in their invitations to the candidates and in their choice of format, the MacNeil/Lehrer News-Hour and the League of Women Voters, the respective sponsors, will demonstrate a commitment to an open process that can do nothing but enrich American democracy.

As events half a world away remind us, when the forces of democracy are unleashed, surprising, even wondrous things can happen.

Just look at another democrat and former mayor, Boris Yeltsin, who is now president of his country.

The writer is a lawyer who was mayor of Irvine, California, for six years. He contributed this comment to The New York Times.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1892: Coffee Complaint

PARIS — Careful observers assure us that while there has been marked improvement in the tea drunk during the last thirty years, there has been an equally marked and steady deterioration in the quality of the coffee. Years ago good coffee was the rule, and poor coffee the exception all over France, Italy and Austria. To-day French coffee is more often bad than good: Italian coffee is as a rule wretched, and even Austrian coffee is said to exhibit signs of deterioration.

1917: 'Pro-Ally' Fruit

MADRID — It is reported from Valencia that the German consular officials there have refused to deliver safe-permits to Spanish ships laden with fruit for England, on the ground that the cases containing the fruit bore the portraits of the Belgian King and Queen, Admiral Jellicoe and Lord Kitchener, together with the flags of the Allies as distinguishing marks. It has been the custom for years to label cargo in this way, and the ship-owners are making a strong protest. The fruit thus refused a safe-permit has had to be left on the quays and has become unfit for consumption.

1942: A Long March

RANGOON — [From our New York edition:] Mud-stained and tattered, but proudly carrying new rifles and dragging machine guns and heavier pieces, veterans of China's four-and-a-half year war have trudged 1,000 miles to take up positions defending Burma. Their commander, General Liu Kuan-lung, led the army from the southern province of Kwangsi to Burma's jungled highlands. His men trudged long distances daily without a truck or a mule to carry their weapons or supplies. "Our Generalissimo sent us to Burma as a token of his faith in the alliance and his determination to throw all China's weight into the struggle against tyranny," said the General.

هكذا من الأصل

OPINION

Cap'n Buckley's Log on Buchanan

By A. M. Rosenthal

NEW YORK — After more than a year of study of the abundant record, William F. Buckley Jr., columnist, novelist, television host, lecturer and distinguished sailor, finally has delivered the judgment that Patrick Buchanan, Republican candidate for the presidency, really has said "things about Jews" that are anti-Semitic.

For this discovery, part of a voyage for which he felt it his duty to skipper first his intellectual ship and now the readers of his magazine through 40,000 words, Mr. Buckley is receiving the applause of those editorial writers, columnists and friends who had worried about him while he was pitching so far out at sea.

He devotes a whole issue of his National Review to the article, which he calls "In Search of Anti-Semitism" and will preserve as a book. Obviously he considers he has made landfall after an arduous and significant exploration, although it may surprise many that anti-Semitism is so very difficult to find.

ON MY MIND

Mr. Buckley is considered the delineator of American conservatism. Mr. Buchanan now is thoughtfully trying to transfer this weight from Mr. Buckley's shoulders to his own.

So the judgment by Mr. Buckley is understandably welcome to Americans — conservative or otherwise — who have long regarded Mr. Buchanan as an anti-Semite, even though Mr. Buckley still cannot bring himself to use so blunt a noun about him.

Mr. Buckley's article will buoy those who felt they had to wait for somebody certifiably both conservative and non-Jewish to lead before they spoke up about Mr. Buchanan's "things."

But unfortunately Mr. Buckley's pronouncement is not likely to change the minds of readers inclined toward Mr. Buchanan, in New Hampshire or anywhere else. One reason is that Mr. Buckley does not even try to make sense of Mr. Buchanan's anti-Semitism by dealing with its roots — and particularly its political motivations. And he does not even suggest to fellow Republicans that Mr. Buchanan's anti-Semitic comments might be a reason to vote against him.

Moreover, the Buchanan section is so genteel about him, written with such absence of real censure, with such contradiction and evasion and is so late and tortuous that politically and intellectually it destroys itself — a pity.

Mr. Buckley's only outrage is for those who had previously attacked Mr. Buchanan as an anti-Semite. For instance, Mr. Buckley was ballistically annoyed when I wrote *(IHT, Sept. 15, 1990)* that Mr. Buchanan's demeaning of Holocaust reality, his lie that only Jews wanted war with Saddam Hussein, and so on, were anti-Semitic and dared suggest that anti-Semitism could lead to Auschwitz.

In the current article, Mr. Buckley reprints his column denouncing the idea. He now assures us that "an anti-Semitic crack like Buchanan's isn't of the kind that threatens" what Mr. Buckley delicately calls the "discrete territory of Auschwitz." In the post-Hitler world, he says, "workaday" anti-Semitism is not genocidal.

Workaday.

But then he writes about people trying to distinguish between "country club" anti-Semitism and "naked-anti-Israelism and genocidal indifference." And he adds that the "pain" — whose? — comes from the "historical knowledge that prejudice of the first kind can metastasize — and has done so, to be sure by mutation — into Auschwitz."

So what does he really believe about Mr. Buchanan? Not much. In 1990, Mr. Buckley found Mr. Buchanan guilty of nothing worse than "clumsy forensic" manners. Even now, musing on the mystery of Mr. Buchanan's anti-Semitism, he suggests graciously that it may be an "iconoclastic temperament," which implies bravery.

No: Anybody who keeps saying anti-Semitic "things" is no mystery, just one more anti-Semite. Over the centuries, as now, that has taken no iconoclastic daring, just hate and cowardice.

Since the 1990 explosion about his anti-Semitism, Mr. Buchanan has refused to retract a word. But he keeps his obsession about Jews better zippered. Temporary, but it does demonstrate that the best weapon against anti-Semitism is to spot it and expose it fast and plain.

Mr. Buckley has often shown himself a man of intellectual clarity and good heart. So I hope he gets back in the boat and keeps sailing and searching. If he makes true landfall, he can send us a more helpful log.

The New York Times.

LETTERS TO THE EDITOR

An Unhonored Prophet

More than 20 years ago Andrei Amalrik, a Soviet historian and playwright, published "Will the Soviet Union Survive Until 1984?" (Harper & Row, New York, 1970). Mr. Amalrik's answer was no.

He wrote, "As the regime's difficulties mount . . . the nationalist tendencies of the non-Russian peoples of the Soviet Union will intensify sharply, first in the Baltic area, the Caucasus and the Ukraine, then in Central Asia and along the Volga . . . Power will pass into the hands of extremist elements and groups, and the country will begin to disintegrate into anarchy, violence and national hatred . . . But it is also possible that the 'middle class' will prove strong enough to keep control in its own hands. In that case, the granting of independence to the various Soviet nationalities will come about peacefully and some sort of federation will be created, similar to the British Commonwealth or the European Economic Community."

This was written 22 years ago!

Mr. Amalrik had been expelled from Moscow University years earlier, in 1963, for political reasons. In 1965 he was sentenced to two and a half years' exile in Siberia for "parasitism." In May 1970, he was arrested for writing the book cited above, and in November of the same year he was sentenced to three years at hard labor. Until then, many people in the West had considered Mr. Amalrik as a KGB instrument.

In 1976 he was forced into exile in the West. Finally, in November 1980, Mr. Amalrik was killed in an automobile accident in Spain as he was driving to attend a Helsinki follow-up conference in Madrid. He was 42 years old.

NIKOS RAPTIS.
Halandri, Greece.

The German Nature

Regarding "Eastern Europe: Bonn's Growing Obsession" (IHT, Jan. 13):

For anyone who knows the Germans' language, history and mentality, their assertiveness is nothing new. Their fundamental fault has always been a lack of awareness of the possibilities and limits of their existence as a state. History, once the master, now awaits a clue. It is the responsibility of the German leaders to tell us, and if possible without deception.

STAN STEIN.
New York.

The Death of Feminism as We Have Known It

By Sally Quinn

WASHINGTON — There were several amazing revelations in the weeks preceding the 25th anniversary of the National Organization for Women:

Gloria Steinem, in her new book, admits falling in love with someone who treated her badly. She had seduced him, she says, by playing down the person she was and playing up the person he wanted her to be. When he did fall in love with her, "I had to keep on not being myself."

Jane Fonda, talking to Time magazine about her new husband, Ted Turner, says she has given up acting. "Ted is not a man that you leave to go on location," she explains. "He needs you there all the time."

MEANWHILE

Barbra Streisand, interviewed by Tom Shales of The Washington Post, says that "even though my feminist side says people should be independent and not need to be taken care of by another person, that doesn't necessarily work that way. There's the human factor."

Patricia Ireland, new president of NOW, tells a gay magazine that, in addition to her husband, she has had a female "companion" for the last four years.

So. What are we to make of all this?

Is it possible that feminism as we have known it is dead? I think so.

Like communism in the former Soviet empire, the movement in its present form has outlasted its usefulness. The "feminists," and by that I mean the people who spoke for the movement, were never completely honest with women. They were hypocritical. When Ms. Steinem used to say, "A woman needs a man like a fish needs a bicycle," women who believed her felt ashamed and guilty.

Feminist leaders have overlooked the deepest, most fundamental needs of their constituency. The fact is, they have never been able to separate the workplace from the bedroom.

About 15 years ago, a woman named Marabel Morgan wrote a book called "The Total Woman" which sold 3 million copies and attracted the ire of feminists. At the time she said, to a great deal of ridicule: "I think men and women are equal in status. They're just different in function in a marriage relationship. I believe women have the edge on men with brains, but they don't have the physical strength. I also believe that one of my functions is to create a happy atmosphere in the home. I believe that falls to the woman. I can't explain it. I just know that's the way it is."

Marabel Morgan obviously touched a nerve, though in those days it was not politically correct to admit it. By then, the movement was so intent on achieving the legitimate goal of equality in the office that its members tried to regulate people's behavior in their personal lives.

And that is where the feminist movement ran into problems. Many of us have made enormous strides, thanks in part to NOW, the movement and women like Gloria Steinem. But are these same people the ones to lead the next generation? I don't think so. Not if they continue down the same path.

Any revolution needs extremists to get it off the ground. But often the people who are responsible for change outlive their effectiveness.

In America, more and more women are now falling away from "feminism" because it does not represent them or their problems. Feminism is defined as the "principle that women should have political, economic and social rights equal to those of men." The problems arise over the "social" rights — and nobody knows what that means.

Betty Friedan wrote "The Second Stage" several years ago, a courageous book espousing the concept of motherhood. This was something which, unbelievably, had gotten lost on many of the feminists who believed that having babies was not the politically correct thing to do. She was roundly criticized by many movement women who felt her book was a distraction from the main agenda.

For most women, equality and justice top any agenda. What most women do not want, though, is to be told how to live. Indeed, many women believe they are better understood by the Helen Gurley Browns of the world than by the Germaine Greers.

They feel betrayed and lied to because trying to live a politically correct personal life does not always work, as Ms. Steinem, Ms. Fonda, Ms. Streisand, Ms. Kelly and others have demonstrated. If the feminists could say they were wrong about women needing men or men needing women, what were they right about? If they were living one life and espousing another, wasn't that corrupt?

The hypocrisy of feminist leaders turned off the mainstream; women began rejecting the notion that they had to think and feel in a way that is unnatural.

The leaders of the movement, though, never blinked. Instead of helping women fulfill their needs, they acted as if women had but one side and ignored the reality of husbands and children. You can do it all, look at us, was the message. The poor average woman, struggling to make it work and failing, was often hurt more than helped by these phony examples. Women felt ashamed to be housewives, ashamed to be fulltime mothers.

Ultimately, this is what has hurt the feminist movement, creating a backlash. Abortion rights, earning power and job promotion are only some of the crucial issues that are being threatened today.

The sad part is that the movement today is more and more perceived as a fringe cause, often with overtones of lesbianism and man-hating. This notion was hardly dispelled by Patricia Ireland's announcement of a "love relationship with a woman" and a declaration that she saw no reason to give up either that relationship or the one with her husband.

It is impossible to read the Ireland declaration and argue that the movement she leads is still in touch with the majority of women. The truth is that many women have come to see the feminist movement as anti-male, anti-child, anti-family, anti-feminine. And therefore it has nothing to do with us.

Today, 25 years after the birth of NOW, the legacy of the feminist movement — beyond its vision and agenda — is a lot of confusion. So many women, and men too, are confused about what their roles are. For so long, they have been taught to pretend, to hide, to conceal their real feelings. You were either a good feminist or sexist, and the demands were rigid.

But life is more complicated than that, as the nation saw during the William Kennedy Smith rape trial and the debate over whether Clarence Thomas ever sexually harrassed Anita Hill.

Such issues fall out of the strict confines of the workplace. Once in the bedroom, things get murky.

Most of us have husbands and sons and brothers and fathers we love. We don't want them to be chauvinist pigs or wimps. We want them to be people who care, as we do, about justice and equality.

We need leaders, like Betty Friedan, who will speak to those needs as well as the other issues that are so important. A friend of mine asked her college-age daughter the other day about feminism. Her daughter said she was not really a feminist but truly believed that there was no job she could not have, no profession to which she could not aspire. For that alone, the feminist movement should be proud.

But that's not enough. Whoever the new leaders are, whoever emerges to speak to the real issues confronting most women, will not succeed unless they are willing and able to acknowledge and address the basic question — the "human factor."

Ms. Quinn is a writer whose latest novel is "Happy Endings." She contributed this comment to The Washington Post.

The Women's Choir

THE CHALLENGE for the women's movement is to stop allowing itself to be painted as "on the fringes" and to start helping mainstream women make the connections between their everyday lives and the electoral process. Women have made great political gains in the past 20 years, but they still are shockingly underrepresented.

A continuing gender gap demonstrates that women voters do have different priorities; the absence of their ideas, talents and problem-solving skills is a loss to all who want more responsive and effective government.

Women must take risks, raise money, build coalitions and support networks and do the un-glamorous work that gets out the vote. The women's movement must use the new majority focus, not the strident, outdated style of the past.

It is essential that women's groups listen to where women are today and respond in their messages and their strategies. As women see their own needs included and are offered practical partnerships that fit their lives, they will not just join in raising their voices, they will redesign the choir.

— Harriett Woods, a former lieutenant governor of Missouri and president of the National Women's Political Caucus, in the Los Angeles Times.

ADVERTISEMENT

INTERNATIONAL FUNDS

Jan. 21, 1992

Quotations supplied by funds listed. Net asset value quotations are supplied by the Funds listed with the exception of some quotes based on issue price.
The marginal symbols indicate frequency of quotations supplied: d – daily; w – weekly; b – bi-monthly; r – regularly; t – twice weekly; m – monthly

A$ - Australian Dollars; AS - Austrian Schillings; BF - Belgian Francs; C$ - Canadian Dollars; DM - Deutsche Mark; ECU - European Currency Unit; FF - French Francs; FL - Dutch Florin; Lit - Italian Lira; LF - Luxembourg Francs; p-pence; Ptas - Pesetas; SGS - Singapore Dollars; SF - Swiss Francs; Y-Yen; a - asked; + - Offer Prices; N.A. - Not Available; N.C. - Not Communicated; o - New; S - suspended; S/S - Stock Split; * - Ex-Dividend; ** - Ex-Rts; -@ Offer Price Incl. 3% prelim. charge; ° - Paris exchange; ++ - Amsterdam exchange; e - misquoted earlier; x-not registered with regulatory authority

To our readers in Budapest
Hand, delivery of the IHT is now available on the day of publication.
Call today: 175-7735

For information on how to list your fund, fax Simon OSBORN on (33-1) 46 37 52 12.

NYSE

Tuesday's Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. *Via The Associated Press*

(Continued on page 13)

World Trade & Investment: Emerging Blocs & Opportunities for Global Growth

Paris
April 2-3, 1992

Mark your agenda now to include a major new trade and investment conference co-sponsored by the International Herald Tribune and the International Chamber of Commerce.

The program for the two days is designed to take a fresh look at the most important issues affecting international investment and world trade at a time of changing patterns in trade flows, rapidly growing foreign investment and controversy surrounding these trends.

The distinguished line-up of speakers currently includes:

- **Frans Andriessen,** Vice President, EC
- **Jacques Attali,** President, European Bank for Reconstruction & Development
- **Jean-Louis Beffa,** Chairman and CEO, Compagnie de Saint-Gobain
- **Domingo Cavallo,** Finance Minister, Argentina
- **Etienne Davignon,** Chairman. Société Générale de Belgique S.A.
- **Vladimir Dlouhy,** Economics Minister, Czechoslovakia
- **Arthur Dunkel,** Director General, GATT
- **Jean-René Fourtou,** Chairman and CEO, Rhône Poulenc S.A.
- **Carl H. Hahn,** Chairman, Volkswagen A.G.
- **Sir Denys Henderson,** Chairman, Imperial Chemical Industries plc
- **Robert Hormats,** Vice Chairman, Goldman Sachs International
- **Juergen Moellemann,** Economics Minister, Germany
- **Jean-Claude Paye,** Secretary General, OECD
- **Renato Ruggiero,** Member of the Board of Directors, Fiat S.p.A.

For full program details, please contact Jane Blackmore, International Herald Tribune, 63 Long Acre, London WC2E 9JH. Tel: (44 71) 836 4802. Fax: (44 71) 836 0717.

ICC International Chamber of Commerce

International Herald Tribune
Published With The New York Times and The Washington Post

FREE OFFER

INTRODUCTORY TRIAL OFFER TO
THE GLOBAL INVESTMENT DIRECTOR

A twice-monthly compendium of investment analysis and commentary.

- ★ *Timely Opportunities Highlighted*
- ★ *Exclusive Major-Cycle Monitor*
- ★ *Trend Reversals Identified*

A six-week subscription-Absolutely Free!

NEXT ISSUE – A GOLDEN OPPORTUNITY

The coming boom in GOLD and how to maximize the rewards of being just slightly ahead of the crowd.

GET THE COMPLETE ANALYSIS... FREE.

Simply fill in and mail the coupon today to:

Global Resource Capital Limited
Elizabethan Square
P.O. Box 1561, Grand Cayman
Cayman Islands, B.W.I.

No Obligation

YES ________ I would like to receive The Global Investment Director absolutely free for six weeks.

YES ________ I would like to receive Global Resource Capital's free pamphlet on Tax Haven Investing.

NAME: ________

STREET ________

CITY: ________ COUNTRY ________

PHONE : (Bus.) ________ (Res.) ________

FAX: (Bus.) ________ (Res.) ________

Mail or Fax to: GLOBAL RESOURCE CAPITAL LIMITED
Elizabethan Square, P.O. Box 1561 Grand Cayman, Cayman Islands, B.W.I. · Fax: (809) 94-90384

TO OUR READERS
IN HOLLAND

It's never been easier
to subscribe
and save.
Just call today:
02503-24024

Innovative thinking from
HITACHI

High Speed
Super computer
HITACHI

MEDIA MARKETS

Japan Agencies Lumber To European Expansion

By Dilip Subramanian
Special to the Herald Tribune

PARIS — Giants at home but inconsequential abroad. This has tended to be the advertising industry's assessment of Japanese agencies, mirroring the gap between Japan's economic and political status. For example, Dentsu Inc., the world's single largest ad agency, draws almost all of its 1.2 trillion yen ($9.7 billion) in annual billings from its domestic market.

Similarly, despite ranking among the Big Five worldwide, Hakuhodo Inc. is entrenched only in Japan. So are Tokyu Agency Inc. and Daiko Advertising Inc., two other Tokyo-based *outfits that* fall in the international top 20. Dentsu and Hakuhodo together boast of controlling 38 percent of the Japanese market, a figure unprecedented in any other country.

Unlike their U.S. counterparts who vaulted the Atlantic and Pacific at the bidding of their clients — notably General Motors Corp., Ford Motor Co. and Coca-Cola Co. — after World War II, and then went on to carve up the globe among a happy few, the Japanese agencies stubbornly refused to take a leaf from the empire-building exploits of the likes of Toyota Motor Corp., Sony Corp. or Toshiba Corp.

> **Recent events signal a desire by Japanese ad agencies to become more visible.**

Events of the past year, however, signal a cautious desire on the part of some Japanese firms, if not to grab the headlines as some acquisition-hungry clients have done, to at least stake out more visible overseas presences. This is particularly true in Europe, where Japanese agencies sealed three deals in a span of 10 months.

In January, Dentsu bought into the London-based CDP network, which has annual billings of $350 million. For a price estimated at between $40 million and $60 million, it picked up 40 percent of CDP, celebrated for its creative talents and whose flag flies in all the major Continental countries, in addition to Britain.

NOT TO BE LEFT BEHIND, Dentsu's rival, Hakuhodo, signed an option in September to purchase about 12 percent of TBWA, a mid-sized European network based in Paris. The Japanese agency can convert its $15 million investment into equity by 1994. "It's a fact that our clients are pressing us to serve them abroad. But we have also realized the need to become international," said T. Ikari, associate overseas director of Hakuhodo.

In October, Dai-Ichi Kikaku, the sixth-largest Japanese ad agency, acquired just over 10 percent in FCAB. This is another Paris-based outfit, and it has operations in Britain and the United States.

"All these moves certainly herald a long-range Japanese intent to extend into Europe," said John Shannon, European chairman of Grey Advertising Inc. Grey has a joint venture with Daiko in Japan. "In due course," he said, "it will add to the competition. But there is no sense of urgency on their part that things must be accomplished by a certain deadline. They are doing it step by step, feeling their way around to avoid committing mistakes."

Prior to this expansionist burst, only Dentsu really dared venture beyond the island fortress, setting up a Southeast Asia joint venture with Young & Rubicam Inc. in 1981 that was later expanded to include Eurocom SA in Europe. But efforts to repeat the exercise in the United States and Europe never got off the ground.

"Thanks to the economic boom, we had our hands full coping with growth opportunities at home all through the 60s and 70s. There was no way we could have allocated human and material resources to develop abroad," said Megumi Niimura, managing director of CDP Europe, explaining one of the reasons behind the refusal of the Japanese agencies to march outwards in the past.

A second reason was lack of confidence, bred by the bogey of advertising being a cultural phenomenon, and thus beyond the ken of non-Westerners. Lastly, "until now, most Japanese manu-

See ADS, Page 15

CURRENCY RATES

Cross Rates

Jan. 21

	$	£	D.M.	F.F.	Lira	D.Fl.	B.F.	S.F.	Yen	C$	Peseta
Amsterdam	1.7835	3.235	1.1261	0.3308	0.1496 *	—	5.461 *	1.27	1.4585 *	1.553	1.783 *
Brussels	32.7625	58.90	20.5095	6.04	2.7354 *	18.280	—	23.225	0.2644	28.4075	32.625 *
Frankfurt	1.5919	2.863	—	0.2934	0.1329 *	0.8881	4.856 *	1.1282	1.267 *	1.378	1.584 *
London (a)	1.8095	—	2.8634	9.7578	2,152.50	3.2196	58.84	2.536	222.885	2.0843	180.79
Madrid	100.369	180.815	63.145	18.522	8.389 *	56.072	3.0648	71.275	81.228 *	87.883	—
Milan	1,197.85	2,156.30	752.72	220.82	—	668.41	36.583	849.20	9.48	1,037.30	11.922
New York (b)	—	1.805 a	1.5865	5.4085	1,194.80	1.7884	32.675	1.406	123.60	1.1548	100.38
Paris	5.4255	9.768	3.4087	—	0.4529 *	3.0271	0.1655	3.8456	4.3853 *	4.6995	5.40 *
Tokyo	123.60	222.79	77.90	22.86	0.1034	69.19	3.7868	87.96	—	107.40	1.2337
Toronto	1.1545	2.0883	0.7273	0.2135	0.966 *	0.6463	3.533 *	0.8204	0.9333 *	—	1.152 *
Zurich	1.4045	2.533	0.8878	0.2599	0.1177 *	0.788	4.2889 *	—	1.1442 *	1.2187	1.4016 *
1 ECU	1.2843	0.7129	2.0433	6.9593	1,534.60	2.2988	42.0081	1.8002	158.668	1.4814	128.898
1 SDR	1.4005	0.7783	2.2248	7.6325	1,685.09	2.5189	46.0250	1.9768	174.228	1.61	141.568

Closings in Amsterdam, London, New York and Zurich, fixings in other centers; Toronto rates at 3 p.m.
*a: To buy one pound; b: To buy one dollar; *: Units of 100; N.Q.: not quoted; N.A.: not available.*

Other Dollar Values

Currency	Per $	Currency	Per $	Currency	Per $	Currency	Per $
Argentine peso	1.00	Greek drac.	183.25	Mex. peso	3063.50	S. Kor. won	764.20
Austral. $	1.3342	Hong Kong $	7.759	N. Zealand $	1.8433	S. Afr. rand	2.782
Austr. schil.	11.17	Indian rupee	26.042	Norw. krone	6.2515	Swed. krona	5.7895
Brazil cruz.	1200.00	Indo. rupiah	1995.01	Phil. peso	25.80	Taiwan $	25.14
Chinese yuan*	5.4505	Irish £	0.5967	Port. escudo	137.80	Thai baht	25.34
Danish krone	6.171	Israeli shek.	2.315	Russian ruble•	150.0	Turkish lira	5480.07
Egypt. pound	3.3375	Kuwaiti dinar	0.2902	Saudi riyal	3.7495	UAE dirham	3.6727
Fin. markka	4.3175	Malay. ring.	2.682	Sing. $	1.6325	Venez. boliv.	62.16

** Official rate. • Tourist rate (commercial rate: 1.6989.)*

Forward Rates

Currency	30-day	60-day	90-day	Currency	30-day	60-day	90-day
Pound Sterling	1.7913	1.7826	1.7734	Canadian dollar	1.1566	1.1591	1.1615
Deutsche mark	1.5961	1.6026	1.6099	Japanese yen	123.57	123.66	123.74
Swiss franc	1.4126	1.4164	1.4205				

Sources: NMB Bank (Amsterdam); Indosuez Bank (Brussels); Banca Commerciale Italiana (Milan); Banque Nationale de Paris (Paris); Bank of Tokyo (Tokyo); Royal Bank of Canada (Toronto); IMF (SDR); Gosbank (ruble). Other data from Reuters and AP.

INTEREST RATES

Eurocurrency Deposits

Jan. 21

	Dollar	D-Mark	Swiss Franc	Sterling	French Franc	Yen	ECU	SDR
1 month	4 1/8-4 1/4	9 9/16-9 11/16	7 13/16-7 15/16	10 7/16-10 9/16	9 5/8-9 3/4	5 3/16-5 5/16	10 1/4-10 3/8	6 1/8
2 months	4 1/8-4 1/4	9 3/8-9 1/2	7 5/8-7 3/4	10 7/16-10 9/16	9 5/8-9 3/4	5 1/8-5 1/4	10 5/16-10 7/16	6 1/8
3 months	4 1/8-4 1/4	9 3/8-9 1/2	7 5/8-7 3/4	10 7/16-10 9/16	9 9/16-9 11/16	5 1/16-5 3/16	10 1/4-10 3/8	6 1/2
6 months	4 1/8-4 1/4	9 1/4-9 3/8	7 1/2-7 5/8	10 5/16-10 7/16	9 7/16-9 9/16	4 7/8-5	10 1/8-10 1/4	6 1/2
1 year	4 3/8-4 1/2	9 1/8-9 1/4	7 3/8-7 1/2	10 3/8-10 1/2	9 1/4-9 1/2	4 11/16-4 13/16	9 7/8-10	6 1/4

Sources: All Reuters except ECU: Lloyds Bank.
Rates applicable to interbank deposits of $1 million minimum (or equivalent).

Key Money Rates

Jan. 21

	Close	Prev.
United States		
Discount rate	3 1/2	3 1/2
Prime rate	6 1/2	6 1/2
Federal funds	4 1/8	2.80
Com. paper 90-179 days	3.97	4.00
3-month Treasury bills	3.72	3.76
6-month Treasury bills	3.81	3.87
1-year Treasury bills	3.89	3.94
30-year Treasury bond	7.58	7.61
2-month CD's	3.65	3.65
3-month CD's	3.65	3.65
Japan		
Discount rate	4 1/2	4 1/2
Call money	5 1/2	5 5/8
2-month interbank	5 9/32	5 9/32
3-month interbank	5 5/32	5 1/4
Germany		
Discount rate	8.00	8.00
Lombard rate	9 3/4	9 3/4
Call money	9 1/2	9 1/2
1-month interbank	9 1/2	9 1/2
3-month interbank	9 1/2	9 1/2
6-month interbank	9.40	9.40
Britain		
Bank base rate	11.00	11.00
Call money	10 3/4	10 3/4
3-month interbank	10 5/8	10 5/8
6-month interbank	10 7/16	10 7/16
France		
Intervention rate	9 5/8	9 5/8
Call money	9 3/4	9 3/4
1-month interbank	9 3/4	9 3/4
3-month interbank	9 3/4	9 3/4
6-month interbank	9 5/8	9 3/4

Sources: Reuters, Salomon Brothers, Bank of Tokyo, Commerzbank, Credit Lyonnais.

Asian Dollar Deposits

Jan. 21

1 month	4 1/8 - 4 1/4
2 months	4 1/8 - 4 1/4
3 months	4 1/8 - 4 1/4
6 months	4 1/8 - 4 1/4
1 year	4 3/8 - 4 1/2

Source: Reuters.

U.S. Money Market Funds

Jan. 21

Merrill Lynch Ready Assets
30-day average yield: 4.33
Telerate Interest Rate Index: 4.008

Source: Merrill Lynch, Telerate.

GOLD

Jan. 21

	A.M.	P.M.	Ch'ge
Hong Kong	357.75	358.05	+ 2.40
Luxembourg	357.65	—	+ 0.10
Paris (12.5 kilo)	357.81	358.30	+ 2.44
Zurich	358.00	357.75	— 1.30
London	357.35	357.80	— 0.95
New York	—	357.85	+ 0.20

Luxembourg, Paris and London official fixings; Hong Kong and Zurich opening and closing prices; New York spot market close. All prices in U.S. $ per ounce.

Source: Reuters.

Tokyo's Surplus Won't Disappear Soon

By Steven Brull
International Herald Tribune

TOKYO — Japan's trade surplus jumped 50 percent in 1991 despite a U.S. economy mired in recession and sluggish growth in Europe, underscoring the competitiveness of Japanese products and the nation's growing reliance on Asia's fast-growing markets.

Economists said the $78.23 billion surplus, the largest since 1987 and the third biggest ever, also reflected weak Japanese demand for imports after the bursting of the bubble economy. These conditions are likely to persist for months and contribute to a slightly wider surplus in 1992.

"Japanese export competitiveness will win the game while import growth lags behind the domestic economic recovery," said Jesper Koll, chief economist at S.G. Warburg Securities (Japan) Inc.

Growing frustration in Washington and Brussels over the surplus, which had been in decline for the past four years, has already led to a strengthening of the yen against the dollar, a trend that is expected to be endorsed by finance ministers at the coming weekend's Group of Seven talks near New York.

It also forced Tokyo to adopt growth policies earlier than many officials, who are worried about a new round of asset inflation, would have liked. In addition, Japan was forced during President George Bush's recent visit to buy more American autos and auto parts, although Tokyo now says those purchases should be viewed as a target, not a pledge as some Americans think.

Although these developments will help to moderate Japan's surplus over the long run, economists say there is no quick fix. And with the Japanese economy not expected to turn around until the second half of 1992, a recovery in the United States by midyear could mean a rise in Japanese exports to America before a pickup in Japanese imports. Underscoring the power of Japan's economy, and fears of heightened trade friction, are the December trade data, which showed a 84.1 percent surge in Tokyo's surplus, to a record $10.01 billion.

Although Washington's stubborn trade deficit was the focus of Mr. Bush's visit, the U.S. imbalance with Japan widened a scant 1.3 percent last year, to $38.45 billion. The U.S. recession capped American purchases of Japanese products and limited export growth to 1.4 percent.

The European Community, which last week accused Tokyo of eroding the principles of free trade by targeting imports of American cars, has more to carp about. Its surplus with Tokyo surged 48.1 percent as Japanese imports of high-priced European cars and artwork collapsed, as consumers in Eastern Germany binged on Japanese Walkmans and video cameras.

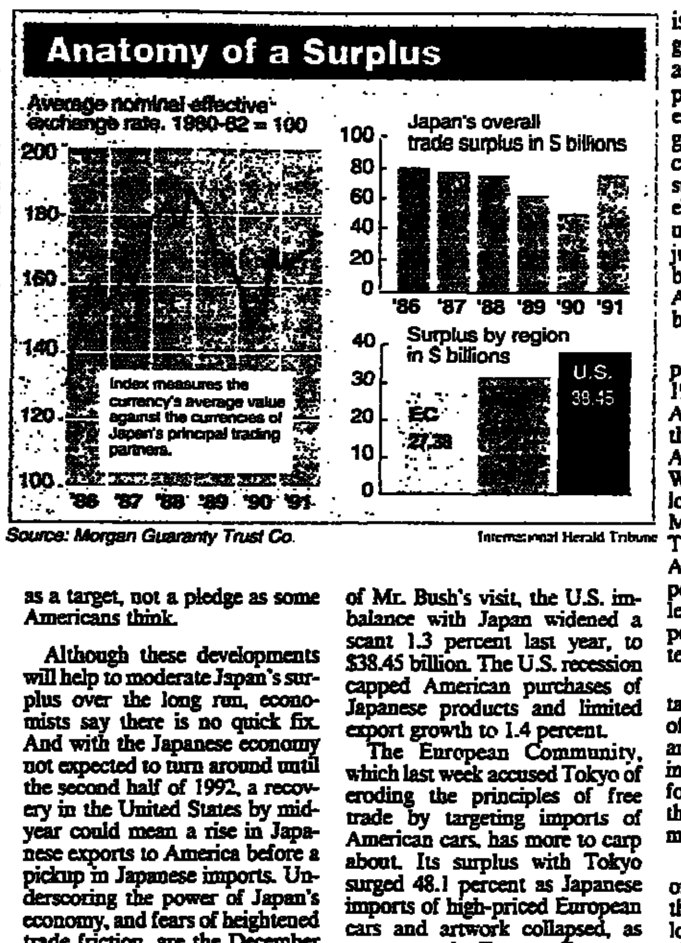
With Tokyo facing sluggish growth and increasing friction in Europe and the United States, it is in Asia that Japan sees the greatest opportunity for exports and the least risk of political opposition. The region's buoyant export-led growth is pulling in growing volumes of Japanese capital goods and allowing consumers to buy more Japanese electronics and automotive products. Japan's exports to Asia jumped 17.9 percent to $104.8 billion in 1991, surpassing the American market figure of $91.5 billion.

Despite the widening of its surplus with Asia by 43.2 percent in 1991, Tokyo is likely to find Asian complaints less strident than those coming from the West. Although President Roh Tae Woo of South Korea complained loudly to Prime Minister Kiichi Miyazawa last week in Seoul, and Taipei has raised its voice of late, Asian nations lack collective power that would increase their leverage. The region is also dependent on Japan for capital and technology.

"The Asia-Pacific region will take the Margaret Thatcher route of tackling bilateral trade imbalances," Mr. Koll said. "They will invite Japanese private company foreign direct investment rather than insisting on export quotas or managed trade."

Yet Toshio Yamasaki, an economist at the Bank of Tokyo, thinks this approach will in the long run only exacerbate the region's dependence on Japan and ensure that trade imbalances continue to widen. "The imbalance is sowing the seeds of future frustration. But in a sense it can't be helped," he said.

Anatomy of a Surplus



Source: Morgan Guaranty Trust Co.
International Herald Tribune

Saudis Add, Modestly, to Oil-Output Cuts

By Youssef M. Ibrahim
New York Times Service

PARIS — Yielding to increasing pressure from other members of OPEC to reduce its enormous oil production, Saudi Arabia said Tuesday it would cut production by about 100,000 barrels a day.

The Saudi cut amounts to a modest 1.2 percent reduction in the country's daily output of crude, but the decision to reduce production may represent the start of a significant shift in Saudi policy, leading to far greater cuts in output in months to come in cooperation with other members of the Organization of Petroleum Exporting Countries.

It was the first time since May 1990 that the Saudis have shown any willingness to reduce oil production with the explicit purpose of boosting oil prices — a policy Saudi Arabia had steadily rejected despite continued pleas and pressures from other OPEC members. Venezuela, Libya, Nigeria, Algeria and Iran have recently pledged to cut production.

"In terms of volume it is not a very important move," said Pierre Terzian, editor of Petrostrategies, an international oil-industry newsletter based in Paris, "but it means they are getting tired of being accused by others of conspiring with Western consuming countries to lower oil prices."

"More importantly, it could mean that the Saudis, too, have decided that oil prices have reached their lowest tolerable level," Mr. Terzian said. The average OPEC oil price has dropped to below $17 a barrel. In October, it stood at a high of $21 a barrel.

[World markets were unswayed by the the Saudi cut, seeing it as too small to have much impact. In late London trading, Brent blend, the world benchmark crude, eased 23 cents to $17.78 per barrel, news agencies reported. In New York, West Texas intermediate crude fell to $18.53, down 36 cents.]

Some OPEC officials said it now appeared Saudi Arabia might be paving the way, along with other OPEC members, for a bigger cut in output when the cartel's oil ministers meet Feb. 12 in Geneva.

Even before the invasion of Kuwait by Iraq in August 1990, Saudi Arabia had embarked on a policy of boosting its oil production as well as its percentage share of output by all 13 members of OPEC.

After the invasion, when Iraq and Kuwait ceased to export oil, Saudi Arabia steadily pushed its production from a little more than 5 million barrels a day to the current level of about 8.5 million barrels a day. The Saudis' overall share of OPEC output went up from 24 percent to the current level of more than 35 percent.

Throughout the past few months, Saudi Arabia refused to yield any of these increases, despite the almost continuous fall in oil prices since the cartel last met in Vienna in November.

"Saudi Arabia, out of a desire to maintain a balance between supply and demand on the oil markets, had decided to reduce its output by 100,000 barrels per day immediately," said Hisham Nazer, the Saudi petroleum and minerals minister, according to the official Saudi Press Agency.

"It doesn't make a serious dent in the oil markets," said Peter Gignoux, manager of petroleum trading at Shearson Lehman Hutton in London, reflecting a widespread view among oil analysts.

However, Mr. Gignoux and other oil analysts pointed out that the Saudi decision suggested that "a dialogue within OPEC about reducing oil production has begun." He said the organization would have to face up to the "reality that there is an oversupply by OPEC of about 2 million barrels" a day.

In the past two weeks, Venezuela, Nigeria, Algeria and Libya have announced reductions ranging from 20,000 barrels to 50,000 barrels a day each. Iran is widely expected to cut its output — which stands at more than 3 million barrels a day — by at least 100,000 barrels a day, while Indonesia will announce cuts of about 50,000 barrels a day, according to OPEC officials who requested anonymity.

OPEC is currently producing 24.6 million barrels a day, which is far too much, analysts agree. They say the recession has greatly diminished demand for oil in industrialized countries this winter.

By February, it is widely anticipated that demand for oil will weaken even further as spring approaches.

> **'It means they are getting tired of being accused by others of conspiring with Western countries to lower oil prices.'**
>
> **Pierre Terzian, editor of Petrostrategies.**

G-7 Meeting Shifted to N.Y.

International Herald Tribune

NEW YORK — Finance Ministers of the Group of Seven have shifted their meeting this weekend from Washington to a hotel near New York's John F. Kennedy Airport so they can catch planes directly home to Europe and Tokyo on Saturday evening.

The daylong meeting will take place at a hotel in suburban Garden City, New York. European diplomats said the Bush administration preferred the ministers to meet in Washington for fuller press coverage of the G-7's expected decisions on how the industrialized world should deal with former Communist states of Eastern Europe. The others overruled Washington on grounds of convenience and scheduling.

Diplomats and aid officials of 50 nations meet in Washington on Wednesday and Thursday at the invitation of the State Department to discuss coordinating aid to the former Soviet Union and Eastern Europe, an invitation that has caused resentment because less of the aid is coming from the United States than other nations.

They also will hold their regular January economic talks, awareness of which has fanned rumors that the G-7 would act to support the dollar. But diplomats repeated that no special G-7 action on the dollar was expected.

Nestlé Wins First Round in Perrier Fight

Reuters

PARIS — Nestlé SA won on Tuesday the first round of its multibillion-dollar battle with the Agnelli family of Italy for control of Source Perrier SA, the French water and cheese company.

The Swiss food company, which on Monday bid 13.3 billion francs ($2.45 billion) for Perrier, said on Tuesday that two French courts had frozen the Perrier shares held by the Agnellis and their allies. The freezes mean shareholders cannot exercise their voting rights. Both are interim decisions ahead of final rulings.

Nestlé filed separate suits in Paris and Nîmes alleging the Agnellis and various allies broke French takeover rules in building up 49.3 percent control of Perrier's voting rights.

Nestlé and its ally Compagnie de Suez hoped the court action would help them in negotiations with the Agnellis, but some analysts questioned whether the family, which controls Perrier through Exor SA, would be willing to get into a bidding war with Nestlé.

The Agnellis, who also run Fiat SpA, had bid to take over Exor in December. Exor has a 28.8 percent stake in Perrier and controls an additional 6.8 percent with Société Générale, the French banking company. Along with three allies, Exor controls 49.3 percent of Perrier's voting rights.

Earlier, Jacques Vincent, chairman of Perrier, rejected Nestlé's bid, criticizing Swiss food concern's plan to break up his company.

Mr. Vincent, who also is chairman of Exor, said, "I condemn this effort, the avowed aim of which is to dismantle the Perrier group and to split its principal brands between BSN and Nestlé, thus shattering the coherence of its mineral water sector, which is the guarantor of Perrier's future expansion."

BSN, the French food company, has sided with Nestlé by promising to buy Perrier's Volvic bottled-water business if the bid succeeds. Some lawyers said the deal to sell Volvic was a strategy to counter antitrust concerns in France and the European Community.

With Perrier under its wing, Nestlé would have about 10 percent of the British, German and Belgian markets and more than 50 percent of the French market. Without Volvic, its French share would drop to 40 percent and its overall EC share would be less than 25 percent.

Nestlé said its 1,475 franc-per-share offer for Perrier represented a premium of 23 percent over the implied value the Agnellis attached to Perrier last month, when their IFINT SA made a friendly bid to solidify control over Exor.

The Nestlé bid is 19.4 percent above the 1,235 francs paid this month by Saint-Louis, a French sugar and paper conglomerate that is one of the Agnelli allies, for its crucial 13.8 percent stake. The court action brought by Nestlé included charges that Saint-Louis had privileged information, discriminating against minority shareholders, when it bought the Perrier stock from the company's treasury.

Some analysts believe the Agnellis will not long resist the chance to sell their Perrier shares.

"Nestle seems prepared to pay a high premium for Perrier," said an Italian analyst. "The Agnellis don't like to pay high premiums. I would be surprised to see a counterbid."

The Agnellis' isolation was highlighted by BSN's decision to buy Volvic if Nestlé is successful. The Agnellis have a 5.8 percent stake in BSN and have had close ties.

Relations between BSN and the Agnellis appeared even colder on Tuesday when Antoine Riboud, the BSN chairman, said he would not let the Italian family boost its stake.

United Technologies To Cut 13,900 Jobs

Compiled by Our Staff From Dispatches

HARTFORD, Connecticut — United Technologies Corp. said Tuesday that its plan to cut costs by $1 billion a year required it to eliminate about 13,900 jobs and included a charge that gave it a $1.02 billion loss for 1991.

The company, which said in August it would announce a restructuring aimed at cutting costs by $1 billion a year, said the 7 percent reduction in its worldwide work force through layoffs and other forms of severance would be accompanied by the closure or consolidation of more than 100 facilities worldwide. It follows similar plans for cuts by other industrial giants, including 74,000 workers at General Motors Corp. and 25,000 at International Business Machines Corp.

The annual loss was United Technologies' first since 1971, when it had a $43 million deficit. With large defense units, United Technologies faces the prospect of reduced sales in the post-Cold War era.

After taking a $1.28 billion pretax restructuring charge, United Technologies posted a 1991 loss of $1.02 billion, on sales of $21.3 billion, compared with earnings of $751 million, or $5.91 a share, on revenue of $21.8 billion in 1990. Its stock fell to $54.25 a share, down $1, on the New York Stock Exchange.

The company will eliminate 7,000 jobs by 1995 in its aerospace and defense divisions, which include Pratt & Whitney jet engines, Sikorsky helicopters and Norden defense systems. In commercial and industrial units, United Technologies will cut 6,400 jobs by 1994, the bulk at Otis elevators, where 3,950 are to go. The other divisions include Carrier air conditioners and UT Automotive. The company will also eliminate 500 jobs from its corporate headquarters and research staff.

The company said Carrier would close plants in California, Tennessee and Georgia and several sites outside the United States. The automotive division is to close or consolidate 16 plants, but the company gave no further details about the closures. *(AP, Reuters)*

FIDELITY ORIENT FUND
Société d'Investissement à Capital Variable
Kansallis House, Place de l'Etoile
L-1021 Luxembourg

NOTICE OF ADJOURNED SESSION
OF ANNUAL GENERAL MEETING

NOTICE is hereby given that the Adjourned Session of the Annual General Meeting of the Shareholders of FIDELITY ORIENT FUND, a société d'investissement à capital variable organised under the laws of the Grand Duchy of Luxembourg (the "Fund"), will be held at the principal and registered office of the Fund, Kansallis House, Place de L'Etoile, at 11:00 a.m. on January 31, 1992, specifically, but without limitation, for the following purposes:

1. Presentation of the Report of the Board of Directors.
2. Presentation of the Report of the Auditor.
3. Approval of the balance sheet and income statement for the fiscal year ended August 31, 1991.
4. Discharge of the Board of Directors and the Auditor.
5. Election of six (6) Directors, specifically the re-election of Messrs. Edward C. Johnson 3d, Charles T. M. Collis, Charles A. Fraser, Jean Hamilius and H.F. van den Hoven, being all of the present Directors, other than Mr. Harry G. A. Seggerman, who by reason of his retirement does not offer himself for re-election, and the election of Mr. Barry R. J. Bateman as a new Director, subject to approval by the Institut Monétaire Luxembourgeois and to have effect after such approval.
6. Election of the Auditor, specifically the election of Coopers & Lybrand, Luxembourg.
7. Consideration of such other business as may properly come before the meeting.

Approval of the above items of the agenda will require the affirmative vote of a majority of the shares present or represented at the Meeting with no minimum number of shares present or represented in order for a quorum to be present. Subject to the limitations imposed by the Articles of Incorporation of the Fund with regard to ownership of shares which constitute in the aggregate more than three percent (3 %) of the outstanding shares, each share is entitled to one vote. A shareholder may act at any meeting by proxy.

Dated: December 30, 1991

BY ORDER OF THE BOARD OF DIRECTORS

Fidelity Investments

FIDELITY FRONTIER FUND
Société d'Investissement à Capital Variable
Kansallis House, Place de l'Etoile
L-1021 Luxembourg

NOTICE OF ADJOURNED SESSION
OF ANNUAL GENERAL MEETING

Notice is hereby given that the Adjourned Session of the Annual General Meeting of the shareholders of FIDELITY FRONTIER FUND, a société d'investissement à capital variable organised under the laws of the Grand Duchy of Luxembourg (the "Fund"), will be held at the registered office of the Fund, Kansallis House, Place de L'Etoile, Luxembourg, at 12:00 noon on January 31, 1992, specifically, but without limitation, for the following purposes:

1. Presentation of the Report of the Board of Directors.
2. Presentation of the Report of the Auditor.
3. Approval of the balance sheet and income statement for the fiscal year ended August 31, 1991.
4. Discharge of the Board of Directors and the Auditor.
5. Election of six (6) Directors, specifically the re-election of Messrs. Edward C. Johnson 3d, Charles T. M. Collis, Charles A. Fraser, Jean Hamilius and H. F. van den Hoven, being all of the present Directors other than Mr. Harry G. A. Seggerman, who by reason of his retirement does not offer himself for re-election, and the election of Mr. Barry R. J. Bateman as a new Director, subject to approval by the Institut Monétaire Luxembourgeois and to have effect after such approval.
6. Election of the Auditor, specifically the election of Coopers & Lybrand, Luxembourg.
7. Approval and ratification of the payment of an interim cash dividend of $.10 per share on January 24, 1992 to shareholders of record on January 3, 1992 in respect of the fiscal year ended August 31, 1991.
8. Consideration of such other business as may properly come before the meeting.

Approval of the above items of the agenda will require the affirmative vote of a majority of the shares present or represented at the Meeting with no minimum number of shares present or represented in order for a quorum to be present. Subject to the limitations imposed by the Articles of Incorporation of the Fund with regard to ownership of shares which constitute in the aggregate more than three percent (3 %) of the outstanding shares, each share is entitled to one vote. A shareholder may act at any meeting by proxy.

Dated: December 30, 1991

BY ORDER OF THE BOARD OF DIRECTORS

Fidelity Investments

k Prices Fall
Profit-Taking

Our Staff From Dispatches

NEW YORK — Stocks tumbled as investors took profits from gains and grew nervous about weakness on the Tokyo Stock Exchange.

The Dow Jones industrial average plunged 30.19 points, to 3,223.84. The blue-chip gauge did manage to recover from a session high of 3,215.56. Declines outnumbered advances by almost a 12-5 ratio as volume rose to 218.65 million shares from 180.87 million traded on Monday, when activity was slowed by the observance of Martin Luther King Jr. Day.

Growing pessimism over the erosion of the Japanese stock market has prompted people to take their gains in the U.S. market now, traders said. The slump in Japanese equities has caused people to reconsider the lofty price levels of U.S. stocks and become more nervous about an imminent correction on Wall Street, they said.

This week, the Nikkei 225 index has fallen 2 percent, to 20,858.30, the lowest since 20,221.86 on Oct. 1, 1990, the floor of that year's market collapse. A decline below that level would be considered extremely bearish, analysts said.

The 50 most expensive "growth" stocks highlighted by the Wall Street Journal this week were especially vulnerable to selling as people continued to move out of recent market winners in favor of economically-sensitive laggards, traders said.

U.S. government securities rose, possibly indicating renewed interest in bonds vis-a-vis stocks. The bellwether 30-year bond was ahead 9/32, to 105 1/32, for a yield of around 7.57 percent, down from 7.59 percent late Monday.

"The flow out of bonds and into equities started slowing down," said Christopher Pedersen, head of trading at Twenty-First Securities. The recent stock market rally has been fueled by people seeking higher returns than those provided by short-term fixed-income instruments.

Glaxo Holdings paced the Big Board actives, losing ⅞ to 30⅝. Advanced Micro Devices followed, edging up ⅜ to 20. General Motors was third, falling 1⅛ to 32¾.

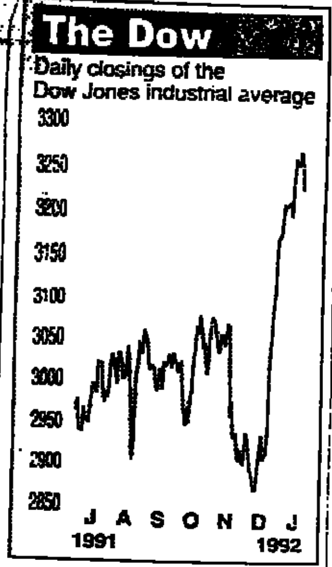
Among growth stocks, Merck & Co. slipped 2 to 151½, Novell fell 1 to 56½, U.S. Surgical sank 7 to 110¼, and Home Depot lost 3⅛ to 61¾.

(Bloomberg, UPI)

Via Associated Press Jan. 21

The Dow

Daily closings of the Dow Jones industrial average



IHT

NYSE Most Actives

	Vol.	High	Low	Last	Chg.
Glaxo s	36005	31¾	30½	30⅝	—⅞
AMD	31418	20¼	19⅝	20	+⅜
GnMotr	30194	34	32½	32¾	—1⅛
CypSem	29346	14⅛	13½	13⅝	—¼
WalMt	27972	55⅝	53¾	54½	—1¼
RJR Nb n	26017	11	10½	10⅝	—⅜
Pfizer s	22122	76¼	72⅝	73⅛	—2⅝
Citicorp	20195	14½	13¾	14	—½
HomeD s	19773	64¼	60¾	61¾	—3⅛
GenEl	18987	80⅜	78¼	78¼	—2¼
AT&T	18162	40½	40	40⅛	—⅛
BrMySq	17730	84¼	80¾	81⅝	—3
PepsiC	17197	33	32½	32⅞	—⅛
TelMex n	15594	51⅛	49⅜	49½	—1⅜
USXMar n	15562	23⅞	23¼	23⅞	+¼

AMEX Most Actives

	Vol.	High	Low	Last	Chg.
WangB	11522	3⅝	3⅛	3⅝	+⅜
A-ge sc	5927	11⅛	9¼	9⅝	—1⅞
US Bio s	5612	33⅞	31	33⅛	—⅛
Amdhl	4907	17⅞	16¾	16⅞	—1⅛
ICH	4357	4½	4	4½	+⅜
EnzoBi	3970	5¼	4⅝	4⅝	—½
US Alc s	3898	15½	13	13¾	—1½
NY Tim	3854	29¼	27⅛	27½	—¼
Alza s	3298	47¼	46¼	46⅝	—¾
PW Nk pwt	3208	10¾	10¼	10½	+⅛
viCntAr	3002	1⅝	⅝	1	+⅛
RavolO n	2962	2	1⅝	1⅞	
IntTich	2422	1⅛	1	1	
BAT In	2416	11⅜	11¼	11⅜	+⅛
PoliCp s	2370	32	30¼	30½	—¾

NYSE Diary

	Close	Prev.
Advanced	577	759
Declined	1196	947
Unchanged	433	491
Total Issues	2206	2197
New Highs	78	86
New Lows	4	4

Amex Diary

	Close	Prev.
Advanced	251	348
Declined	378	295
Unchanged	232	215
Total Issues	861	858
New Highs	41	49
New Lows	2	5

NASDAQ Diary

	Close	Prev.
Advanced	700	1,089
Declined	1,552	1,104
Unchanged	1,952	2,007
Total Issues	4,204	4,200

Dow Jones Averages

	Open	High	Low	Last	Chg.
Indus	3252.01	3275.49	3194.30	3223.39	— 30.64
Trans	1407.14	1413.68	1378.74	1391.07	— 20.36
Util	211.88	213.19	210.37	212.19	— 0.07
Comp	1175.61	1183.04	1155.48	1165.96	— 11.40

Standard & Poor's Indexes

	High	Low	Close	Ch'ge
Industrials	495.14	488.36	490.04	— 5.10
Transp.	346.99	341.75	342.79	— 4.16
Utilities	147.37	146.31	147.37	+ 0.76
Finance	34.29	33.78	33.82	— 0.47
SP 500	416.39	411.32	412.64	— 3.72
SP 100	390.06	384.76	385.94	— 4.12

NYSE Indexes

	High	Low	Close	Ch'ge
Composite	229.15	227.12	227.64	— 2.03
Industrials	287.23	284.18	284.96	— 2.96
Transp.	204.37	202.16	202.64	— 3.00
Utilities	97.84	97.46	97.84	— 0.27
Finance	173.90	172.53	172.56	— 1.98

NASDAQ Indexes

	High	Low	Close	Ch'ge
Composite	N.A.	N.A.	619.38	— 7.47
Industrials	—	—	—	—
Finance	—	—	583.85	— 1.50
Insurance	—	—	678.59	— 0.62
Utilities	—	—	650.08	— 6.84
Banks	—	—	374.76	— 0.60
Transp.	—	—	597.41	— 2.64

AMEX Stock Index

High	Low	Close	Ch'ge
415.57	409.73	410.51	— 4.82

Dow Jones Bond Averages

	Close	Ch'ge
20 Bonds	99.40	— 0.09
10 Utilities	100.99	+ 0.03
10 Industrials	97.81	— 0.13

Market Sales

NYSE 4 p.m. volume	218,000,000
NYSE prev. cons. close	225,900,910
Amex 4 p.m. volume	17,700,000
Amex prev. cons. close	22,238,000
NASDAQ 4 p.m. volume	265,438,300
NASDAQ prev. 4 p.m. volume	209,491,000

S&P 100 Index Options

Jan. 21

Strike Price	Calls-Last Feb	Mar	Apr	May	Puts-Last Feb	Mar	Apr	May
330	—	—	—	—	⅛	⅜	⅞	—
335	—	—	—	—	⅜	1⅛	—	—
340	—	—	—	—	⅛	1⅛	2⅛	—
345	—	—	—	—	⅛	1⅝	—	—
350	—	38½	—	—	¼	2	2⅝	—
355	—	—	36	—	⅝	2⅜	—	—
360	27¼	30⅜	—	—	1⅛	3⅛	4¼	—
365	22½	24⅝	—	—	1⅛	3⅝	4¾	—
370	18⅛	20¼	—	—	2⅛	4⅜	6½	7⅜
375	14¼	17	—	—	3½	6	7¼	—
380	10⅜	13½	16	—	4⅝	7½	9¼	10⅜
385	7½	10⅜	13¼	—	6⅜	9¼	11½	—
390	4½	7½	10¼	—	8⅝	11⅜	13½	14
395	2⅞	5⅝	7½	—	11¾	14	14½	—
400	1½	3⅝	5⅝	7¼	15½	16	18½	—
405	⅞	2⅛	3⅝	—	21½	—	23⅜	—
410	½	1⅛	3	4⅝	23	—	—	—

Calls: total vol. 81,295; total open int. 258,446
Puts: total vol. 123,871; total open int. 328,714

	Dec 92	Dec 93	Dec 92	Dec 93
30	9⅝	9⅝	⅛	—
32½	7	8⅛	⅝	1⅛
35	5	—	1⅛	2⅛
37½	3⅛	—	2⅜	3
40	—	3⅛	3⅛	4

Calls: total vol. 737; total open int. 31,393
Puts: total vol. 537; total open int. 111,450
Source: CBOE.

EUROPEAN FUTURES

BRENT CRUDE OIL (IPE)
U.S. dollars per barrel-lots of 1,000 barrels

Mar	18.08	17.60	17.75	17.75	— 0.26
Apr	17.93	17.54	17.70	17.69	— 0.19
May	17.75	17.55	17.58	17.57	— 0.19
Jun	17.72	17.69	17.69	17.55	— 0.23
Jul	17.71	17.71	17.71	17.50	— 0.28
Aug	17.65	17.65	17.65	17.65	— 0.25
Sep	17.70	17.70	17.70	17.70	— 0.35
Oct	N.T.	N.T.	N.T.	17.70	— 0.35

Est. Sales 24,615. Prev. sales 13,502. Open interest 64,367

Stock Indexes

FTSE 100 (LIFFE)
£25 per index point

Mar	2604.0	2563.0	2577.0	— 15.0
Jun	N.T.	N.T.	2611.0	— 15.0

Est. volume: 7,259. Open interest: 36,384.

Sources: Reuters, Matif, Associated Press, London Int'l Financial Futures Exchange, Int'l Petroleum Exchange.

N.Y.S.E. Odd-Lot Trading

	Buy	Sales	Short*
Jan. 20	949,628	986,689	94,284
Jan. 17	1,242,098	1,138,886	56,436
Jan. 16	1,295,118	1,416,479	25,220
Jan. 15	1,142,597	1,469,248	71,169
Jan. 14	1,342,666	1,066,471	23,333

*Included in the sales figures.

Dividends

Company	Per	Amt	Pay	Rec
INCREASED				
Central & South West	Q	.77	2-28	2-10
Clarcor Inc	Q	.22½	1-31	1-28
Merry Lnd & Inv	Q	.15	3-31	3-13
Nationwide Health	Q	.54	3-6	2-14
Pacific & El	Q	.44	4-15	3-16
Southern Co	Q	.55	3-6	2-3
REVERSE STOCK SPLIT				
Artech Recover Sys — 1-for-20				
Independ Entmnt Grp — 1-for-10				
Phoenix Laser Systems — 1-for-10				
STOCK				
OEA Inc	-	200	2-14	1-31
STOCK SPLIT				
Clarcor Inc — 3-for-2				
Donek Group — 2-for-1				
DEA Inc — 3-for-1				
SUSPENDED				
Knogo Corp				
USUAL				
AAR Corp	Q	.12	3-4	2-3
Apogee Enterp	Q	.06½	2-20	2-3

Despite Fed Rumors, Dollar Little Changed

Reuters

NEW YORK — The dollar finished little changed Tuesday after bouncing around in narrow ranges for most of the day.

Traders said the day was confusing, with little news to move the market but a flurry of rumors about Federal Reserve sales of dollars for yen that drove the U.S. currency lower in morning trading.

Foreign Exchange

When the rumors were not confirmed, the dollar came back on short-covering and profit-taking.

The dollar closed at 1.5865 Deutsche marks, down from 1.5905 DM on Monday, and at 123.60 yen, up a bit from Monday's 123.25. The dollar eased to 1.4060 Swiss francs from 1.4098 francs, and to 5.4085 French francs from 5.4325 francs. The British pound rose to $1.805 from $1.799.

The intervention rumors hit a market that was still nervous after Friday's joint intervention, in which the Federal Reserve and the Bank of Japan sold dollars for yen.

But on Tuesday, the most anyone saw was the Fed checking rates, which may or may not have been routine action.

"Everybody sold it down a whole yen" on the rumors, said Tom Moore of American Express Bank.

Morris Armstrong of Girozentrale said the area of 1.5880 DM was a resistance point for the dollar. But he said the market was preoccupied with trying to assess what might happen at the meeting of the Group of Seven near New York on Saturday.

There has been a debate in the market about whether European nations in the G-7 want a higher dollar. But since that talk first started to circulate the dollar has pushed higher against the mark.

Carl Amendola of Hypobank was one of many analysts who said the market would be keeping tuned to comments from key officials leading up to the G-7 meeting.

He noted that calendars of economic data are thin this week, both in the United States and elsewhere. U.S. housing starts Wednesday morning and the Federal Reserve's Tan Book at midday could provide some direction.

In late London trading, the dollar was quoted at 1.5805 Deutsche marks, down from 1.5949, and at 122.75 yen, down from 123.38.

Hyundai Action Ends

The Associated Press

ULSAN, South Korea — Militant workers ended Tuesday their seven-day occupation of South Korea's largest auto plant after police set a dawn deadline for them to evacuate or face an assault by helicopters, armored vehicles and thousands of officers.

Union officials confirmed the last of their workers had left the plant. There were no immediate arrests, police said.

The workers took over the plant after it was closed by the company following a union strike vote. The dispute began Dec. 17 when the union demanded a bonus equal to 150 percent of monthly salaries.

U.S./AT THE CLOSE

Dow to Cut Back, Divest Facilities

MIDLAND, Michigan (Reuters) — Dow Chemical Co. said Tuesday it would take a one-time special charge before taxes of $370 million against 1991 fourth-quarter earnings as a result of a decision to permanently shut down and divest a variety of facilities.

Enrique Falla, the Dow executive vice president and chief financial officer, said, "While this special charge will result in a loss for the quarter, we anticipate that earnings from continuing operations will exceed 35 cents a share, in line with financial analysts' expectations." Dow said two of the major components involved in the closures were businesses in Canada.

Citicorp's Projected Loss Confirmed

NEW YORK (AP) — Citicorp reported a $133 million loss Tuesday for the fourth quarter, as the largest U.S. banking company continued to wrestle with problem loans and an ambitious corporate restructuring. The company had projected the loss last week.

For the final three months of 1991, Citicorp had a loss of 53 cents a share, taking a hit of $654 million after writing down foreclosed real estate and charging off delinquent commercial loans.

It had a loss of $382 million or $1.26 a share for the October-December period in 1990. For the year, Citicorp said its loss was $457 million, or $1.89 a share.

Texaco's Profit Fell in 4th Quarter

WHITE PLAINS, New York (Reuters) — Texaco Inc. said Tuesday its profit fell in the final quarter of 1991 because of lower oil prices.

It said earnings were also hit by a $173 million charge, most of which will pay for environmental damage. Texaco earned $324 million or $1.15 a share in the quarter, compared with profit of $388 million or $1.40 a share in the same period in 1990. Revenue in the latest quarter was $9.8 billion, compared with $13 billion in the year-earlier period.

For the Record

Wells Fargo & Co. reported a $231 million loss in the fourth quarter after a profit of $157 million a year earlier. The San Francisco-based banking company said its fourth-quarter loss, $4.59 a share after a $2.91 profit, accompanied a $700 million loan-loss provision. *(Reuters)*

Compaq Computer Corp. said it ended its joint technology agreement with Silicon Graphics Inc. Under a new pact, the company said Silicon would buy back Compaq's equity interest in it. The original relationship between the two was announced in April, and provided for a technology exchange. As part of the deal, Compaq was to pay up to $50 million and purchase $135 million of Silicon preferred stock. *(Reuters)*

Pitfalls of Global Trading

New York Times Service

NEW YORK — When overnight trading of American stocks on Nasdaq began this week, it provided a clear warning to brokers of the risks of global trading, as one trader apparently managed to sell shares in a small American company at an unrealistically high price.

While the losses to an unidentified market maker from that trade were small in total dollars, they served to highlight one risk of global trading, that of foreigners being blind-sided by local traders who often learn important information before overseas traders do.

Nasdaq reported light trading of 106,800 shares in nine stocks during the session, which lasted from 3:30 A.M. to 9 A.M., New York time.

The most interesting action came in Research Industries, a biomedical company based in Salt Lake City, of which only 300 shares were traded at prices as high as $20.50. That was down $1.50 from the Friday close in New York but did not come close to reflecting the damage done to the stock by a critical article in Barron's over the weekend. When the stock opened for trading in the regular New York session, at 9:31 A.M., the price was $14.

U.S. FUTURES

Via Associated Press Jan. 21

WORLD STOCK MARKETS

Agence France Presse Jan. 21

Czechs Line Up for a Piece of the State

By Burton Bollag

New York Times Service

PRAGUE — Czechoslovakia has been caught up in a frenzy akin to gold fever. Government offices across the country have been swamped as the deadline approaches for signing up for a virtual giveaway of much of the state-owned economy.

Under the program, known as "coupon privatization," the government is about to divide ownership of roughly 40 percent of the economy among all citizens over 18 who register. The cost of entry is 1,035 koruny, or about $35, a little more than a week's average wage in Czechoslovakia.

Registration is required by the end of this month.

The registration procedure is to be simplified, and new, temporary registration cards will be issued to thwart those who seem to be responsible for buying up most of the 35-koruna registration books needed to take part.

Those who join the program receive a book of coupons that can be exchanged for shares in state companies that are going over to private ownership. Economists say the average value of those shares will be many times higher than the $35 investment.

There is, however, a chance of losing the $35 if a person chooses stock in a company that subsequently goes bankrupt.

Interest has been so great that some of the 600 government registration offices have been forced to stay open late and on weekends to accommodate the lines of people waiting outside.

Some of the 450 recently established private investment funds are promising to pay back 10 or 15 times the original $35 investment after a year to people who entrust their coupons to them.

But there is a sinister side. Government officials charge that this rare opportunity has led to misconduct by some of the big investment funds.

The problem is that most government offices have run out of coupon books. Eight million books were printed and to date only 3 million people have gone through the two-step process of buying a book for 35 koruny and registering it for 1,000 koruny.

Tomas Jezek, the Czech Republic's minister of privatization, said the plan was being misused. "Someone — I suspect the investment funds — bought the remaining 6 million books for speculation," he said, adding that with coupon books unavailable from the government, a prospective buyer must turn to one of the private funds for a coupon book.

Mr. Jezek said he would ask the state prosecutor to conduct an investigation, and threatened to disqualify any fund found guilty of hoarding coupon books. He said that he suspected a fund named after a well-known American university, an allusion to a company called Harvard Capital & Consulting.

HC&C, the biggest of the investment funds, has so far been the most successful. Using an aggressive advertising campaign, including television commercials produced by a Czechoslovak-American advertising company, it has signed up about 30 percent of those who have entrusted their coupons to an investment fund.

The company, whose television advertisements began shortly before Christmas, was the first to promise a tenfold return on the $35 investment after one year. The company has 22,000 agents signing up coupon-book holders. The agents, who are paid by commission, can be seen outside most government registration offices canvassing for clients.

The Harvard fund is part of a larger group of companies engaging in business services like financial advice and corporate law. The group was founded a year and a half ago by a 27-year-old, Viktor Kozeny, who says he chose the company name because he has a degree in economics from Harvard University. He denies hoarding coupon books.

Mr. Jezek said he was worried about the market share now held by the fund, and said its aggressive advertising campaign operated "on the margins" of the permissible.

But he acknowledged that the company's campaign helped interest a large number of people in coupon privatization.

Across East Europe, Privatization Pains

Reuters

VIENNA — Plans to sell off Eastern Europe's state industries have hit a multitude of problems, both practical and political, but officials are pressing ahead with privatizations.

"Now people are gradually coming back down to reality from the exaggerated expectations they had," said an official of one international organization involved with the privatizations. Sell-off plans are not being scrapped, but they are being delayed or modified.

Hungary has abandoned its plan to sell 20 top companies and is now selling off firms as fast as it can, amid concern that the government and Hungarians may lose out to foreign buyers.

The new Polish government wants to clarify the ownership of state companies, but says the complex process will not delay privatization itself.

Romania has an ambitious scheme similar to Czechoslovakia's, but no firm timetable. Bulgaria has not adopted a privatization plan.

An Undaunted Parretti Vows to Retake MGM

By Alan Cowell

New York Times Service

ROME — Giancarlo Parretti, the indebted Italian mogul who briefly controlled MGM-Pathe Communications Corp. last year, looks a bit these days like a man without chips in a high-stakes game for his future — and his freedom — as he confronts his creditors, his company and the authorities in Italy and the United States.

He faces tax-evasion charges in Rome and is currently free on bail after similar accusations in Sicily. Over two high-flying and controversial years, moreover, the former waiter, newspaper owner and television and movie tycoon has weathered a three-year sentence on fraud charges in Naples, survived his enforced removal from the board of U.S.-based MGM, incurred the cancellation of his American visa and lost a lawsuit in a Delaware court that found he mismanaged MGM and told untruths to the court.

Does all this faze him? The answer, if a rare public appearance Tuesday is anything to go by, is no.

The combative, 50-year-old tycoon — the son of an olive farmer — broke a long spell of silence in a luxury hotel, treating reporters to his comments on his troubles during a news conference and to canapés and pizza afterwards.

"Since I am not ready to surrender everything for peace I prefer going to war and losing everything," he said, referring to what he promised would be a hard battle to win back control of MGM from Crédit Lyonnais, the French bank that helped back his $1.3 billion takeover of the Hollywood giant in 1990 only to force his removal from the board a few months later.

Crédit Lyonnais also instituted the Delaware court proceedings, accusing the Italian financier of bringing the corporation to near bankruptcy. After six months of hearings, the charges were supported by a Delaware court, which upheld his removal from the board and gave the bank control of the company.

"If I lose, I lose. After all, I was once a waiter and a waiter I can be again," he said. And, he repeatedly insisted, the Delaware court action affected his voting rights in MGM, not his ownership of it. "There is a long way before I can be called the 'former owner'," he declared.

Mr. Parretti argued that U.S. legal procedures gave him 10 months to come up with new financing to reassert control of MGM, but declined to specify how he might find money, particularly since Crédit Lyonnais had turned against him. "If a Pope dies, you make another one," he said. "I never gave up because of money."

Mr. Parretti began his career as a waiter, but he later bought restaurants in London and hotels in Sicily — the heartland of the Mafia — inspiring suggestions of connections with organized crime.

Alluding to those suggestions Tuesday, Mr. Parretti seemed to deny them. "I wish that were true, then I wouldn't have to pay them back," he said.

The woes besetting Mr. Parretti are not confined to Hollywood. One year ago, a Naples court upheld his 1990 conviction for fraudulent bankruptcy and he is still challenging a jail term of three years and 10 months.

EFTA's Doubts on EC Grow

International Herald Tribune

BRUSSELS — The prime minister of Iceland says it would take a "miracle" to complete negotiations on a 19-nation free-trade deal, reflecting growing frustration at the difficulty in devising a dispute-settlement mechanism acceptable to all parties.

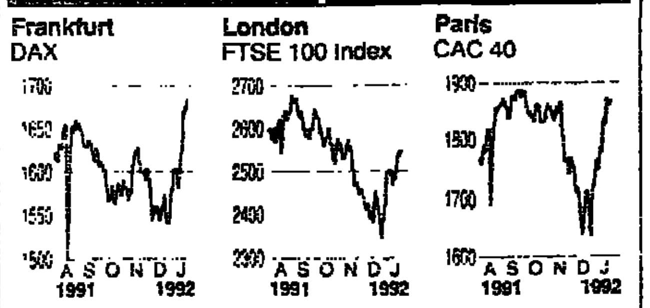
A tentative accord between the European Community and the European Free Trade Association was scuttled last month by the European Court of Justice on the ground that a joint EC-EFTA court would violate the Treaty of Rome. Since then, five weeks of brainstorming and two top-level negotiating sessions have failed to produce a fresh solution.

"It would be a miracle if it were to succeed," Prime Minister David Oddsson said in a radio interview in Reykjavik, Reuters reported from the Icelandic capital. He also said that the EC Commission may have lost interest in creation of a giant European Economic Area because several EFTA countries sought to join the Community.

Mr. Oddsson's comments, echoing remarks made privately in recent weeks from many quarters, marked the most public display of pessimism since the court delivered its opinion on Dec. 14.

Iceland holds the rotating presidency of the seven-nation EFTA, which also includes Sweden, Norway, Finland, Austria, Switzerland and Liechtenstein. Sweden and Austria have already applied for EC membership, and Finland is expected to follow soon.

Investor's Europe



Exchange	Index	Tuesday Close	Prev. Close	% Change
Amsterdam	CBS Trend	121.10	119.80	+1.09
Brussels	Stock Index	5,828.19	5,765.57	+1.09
Frankfurt	DAX	1,685.29	1,677.17	+0.48
Frankfurt	FAZ	687.20	677.06	+1.50
Helsinki	HEX	870.10	881.80	-1.33
London	Financial Times 30	1,974.10	1,971.90	+0.11
London	FTSE 100	2,543.40	2,544.90	-0.06
Madrid	General Index	252.96	252.64	+0.13
Milan	MIB	1,062.00	1,076.00	-1.30
Paris	CAC 40	1,867.91	1,865.85	+0 11
Stockholm	Affarsvariden	967.24	981.75	-1.48
Vienna	Stock Index	440.32	439.60	+0.16
Zurich	SBS	627.20	624.50	+0.43

Sources: Reuters, AFP International Herald Tribune

Very briefly:

- **Peugeot** of France plans to reduce its work force by 1,400 people.
- **Daimler Benz Inter Services AG**, the services unit of **Daimler-Benz AG**, has bought 40 percent of the Hamburg-based media agency, **GFMO Gesellschaft für Media-Optimierung Mbh.**
- **American Express**, encouraged by success in Hungary, opened its first office in Czechoslovakia, on Prague's Wenceslas Square.
- **Bosch-Siemens Hausgeräte GmbH**, a joint venture of Siemens AG and Robert Bosch GmbH, said sales growth would slow this year.
- **Denmark's** gross domestic product rose 0.1 percent in the third quarter of 1991, the national statistics office said.
- **British Aerospace** denied that a large contract with Saudi Arabia could be delayed until after the British election, which must be held by July.
- Finnyards Oy of Finland will build a cargo and passenger ferry for France's **Compagnie Meridionale de Navigation.**
- Germany's **Treuhandanstalt** is inviting tenders for the purchase of the remaining 21 noniron foundries in the former East Germany.
- Spain's *Private Banking Association* has delayed accepting the new state banking group **Argentaria Corporación Bancaria de España SA.**
- **Kleinwort Benson** bought a 7 percent stake in Turkey's **Global Menkul Degerler AS** brokerage.

AFP, AP, Reuters, UPI

Matra Wins Korean Missile Contract

Compiled by Our Staff From Dispatches

PARIS — Matra SA, the French state-controlled weapons and electronics company, said Tuesday it had received a 1 billion franc ($184.5 million) order from South Korea in what could be the first of several purchases of its Mistral anti-aircraft missiles over about five years.

The number of missiles was not released, but Noël Forgeard, managing director of Matra Defense-Espace, said subsequent orders were likely to bring the value to 3 billion to 4 billion francs. That would make Seoul the biggest buyer of the Mistral, of which Matra has sold 10,000 in 14 countries.

Matra is to develop a partnership with Lucky-Goldstar International Corp. of South Korea, which will supply up to 25 percent of the missile system. Jean-Paul Gut, a Matra executive, said the pact would lead to more technology transfers to South Korea. *(Reuters, Bloomberg, AFP)*

COMPANY RESULTS

Revenue and profits or losses, in millions, are in local currencies unless otherwise indicated.

United States

Archer Daniels Midland

2nd Quar.	1992	1991
Net Inc.	131.10	117.40
Per Share	0.42	0.37
1st Half	1992	1991
Net Inc.	257.60	225.20
Per Share	0.83	0.71

Freddie Mac

4th Quar.	1991	1990
Net Inc.	146.00	62.00
Per Share	2.44	1.03
Year	1991	1990
Net Inc.	555.00	414.00
Per Share	9.25	6.90

Full name is Federal Home Loan Mortgage Corp.

Fleet/Norstar Fin'l

4th Quar.	1991	1990
Net Inc.	35.20	(a)58.90
Per Share	0.22	—
Year	1991	1990
Net Inc.	97.70	(a)73.70
Per Share	0.67	—

a: loss. 1991 nets include expenses of $73 million.

IBM

4th Quar.	1991	1990
Revenue	22,080.	23,060.
Net Inc.	(a)1,380	2,460.
Per Share	—	4.30
Year	1991	1990
Revenue	64,790.	69,020.
Net Inc.	(a)564.0	6,020.
Per Share	—	10.51

a: loss. 1991 nets include charges of $3.4 billion.

Johnson Controls

1st Quar.	1992	1991
Revenue	1,220.	1,150.
Net Inc.	28.40	24.50
Per Share	0.66	0.57

Per share results after preferred dividends.

Kellogg

4th Quar.	1991	1990
Revenue	1,450.	1,360.
Net Inc.	118.20	108.50
Per Share	0.49	0.45
Year	1991	1990
Revenue	5,790.	5,180.
Net Inc.	606.00	502.80
Per Share	2.51	2.08

1990 quarter net includes charge of $15 million. Per share results adjusted for 2-for-1 split in Dec.

Mellon

4th Quar.	1991	1990
Net Inc.	72.00	(a)99.00
Per Share	1.11	—
Year	1991	1990
Net Inc.	280.00	174.00
Per Share	4.66	2.83

a: loss.

Morton Int'l

2nd Quar.	1992	1991
Revenue	508.40	478.80
Net Inc.	34.80	30.10
Per Share	0.71	0.62
1st Half	1992	1991
Revenue	983.40	922.70
Net Inc.	68.90	63.80
Per Share	1.41	1.32

Natwest Bancorp

4th Quar.	1991	1990
Net Loss	29.80	228.80
Year	1991	1990
Net Loss	371.50	352.40

NBD Bancorp

4th Quar.	1991	1990
Net Inc.	77.50	72.90
Per Share	0.66	0.62
Year	1991	1990
Net Inc.	293.00	288.80
Per Share	2.49	2.45

Results restated.

Paramount Comm.

4th Quar.	1991	1990
Revenue	1,170.	1,180.
Net Inc.	83.30	110.50
Per Share	0.70	0.93
Year	1991	1990
Revenue	3,908.	3,870.
Net Inc.	122.20	259.10
Per Share	1.03	2.16

Parker Hannifin

2nd Quar.	1992	1991
Revenue	571.50	616.80
Net Inc.	13.20	19.10
Per Share	0.28	0.40
1st Half	1992	1991
Revenue	1,150.	1,230.
Net Inc.	29.70	43.00
Per Share	0.62	0.89

1991 nets include provisions of $7 million in quarter and of $3.8 million in six months.

PPG Industries

4th Quar.	1991	1990
Revenue	1,420.	1,500.
Net Inc.	31.50	101.40
Per Share	0.29	0.96
Year	1991	1990
Revenue	5,670.	6,020.
Net Inc.	276.20	474.80
Per Share	2.60	4.43

1991 nets include charge of $26.8 million in quarter and gain of $74.8 million in year. 1991 year net also includes charges of $59.5 million.

Primerica

4th Quar.	1991	1990
Revenue	1,850.	1,690.
Net Inc.	132.10	98.80
Per Share	1.18	0.89
Year	1991	1990
Revenue	6,610.	6,190.
Net Inc.	478.80	372.90
Per Share	4.27	3.27

1991 nets include charges of $25 million in quarter and of $35 million in full year.

Ralston Purina

1st Quar.	1992	1991
Revenue	2,030.	1,960.
Net Inc.	130.70	135.30
Per Share	1.14	1.17

Per share results after preferred dividends.

Republic New York

4th Quar.	1991	1990
Net Inc.	58.20	49.50
Per Share	1.00	0.85
Year	1991	1990
Net Inc.	227.40	201.20
Per Share	3.95	3.62

Reynolds Metals

4th Quar.	1991	1990
Revenue	1,450.	1,600.
Net Inc.	23.70	15.10
Per Share	0.40	0.25
Year	1991	1990
Revenue	5,780.	6,080.
Net Inc.	154.10	295.60
Per Share	2.60	5.01

Rockwell Int'l

1st Quar.	1992	1991
Revenue	2,600.	2,940.
Net Inc.	123.30	141.50
Per Share	0.54	0.60

Sallie Mae

4th Quar.	1991	1990
Net Inc.	91.10	73.00
Per Share	0.95	0.79
Year	1991	1990
Net Inc.	345.10	300.90
Per Share	3.55	2.96

Full name is Student Loan Marketing Association.

SunTrust Banks

4th Quar.	1991	1990
Net Inc.	95.50	85.80
Per Share	0.75	0.68
Year	1991	1990
Net Inc.	370.70	350.40
Per Share	2.90	2.75

Nets include loss provisions of $52.4 million vs. $52.7 million in quarters and of $206.2 million vs. $196.9 million in full years. Nets also include securities losses of $200,000 vs. gain of $400,000 in quarters and gains of $1.9 million vs. $700,000 in full years.

U.S. Bancorp

4th Quar.	1991	1990
Net Inc.	52.50	46.90
Per Share	0.54	0.49
Year	1991	1990
Net Inc.	196.40	190.80
Per Share	2.01	1.99

1991 year net includes results of Heritage Financial Corp., acquired in March.

Wachovia

4th Quar.	1991	1990
Net Inc.	(a)40.60	84.40
Per Share	—	1.00
Year	1991	1990
Net Inc.	229.50	345.70
Per Share	2.68	4.09

a: loss.

Westinghouse Electric

4th Quar.	1991	1990
Revenue	3,420.	3,700.
Net Inc.	171.00	(a)1459.0
Per Share	0.51	—
Year	1991	1990
Revenue	12,790.	12,920.
Net Inc.	(a)1,090	268.00
Per Share	—	0.91

a: loss.

Whitman

4th Quar.	1991	1990
Revenue	650.90	618.50
Oper Net	23.40	15.60
Oper Share	0.22	0.15
Year	1991	1990
Revenue	2,390.	2,310.
Oper Net	80.40	(a)69.90
Oper Share	0.76	—

a: loss. 1991 quarter net includes provision of $2.7 million.

NYSE

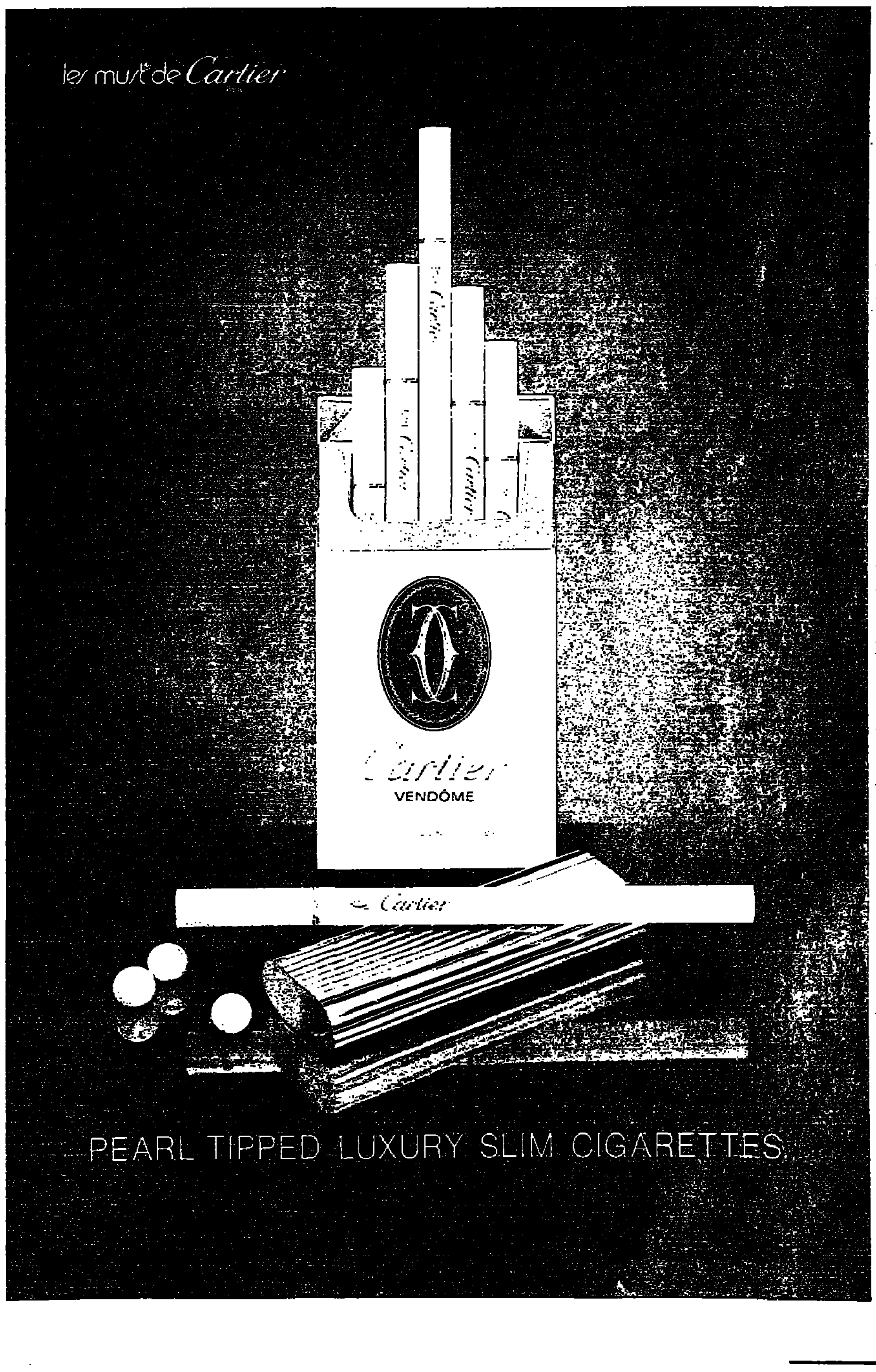
Tuesday's Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. *Via The Associated Press*

(Continued)

12 Month High	Low	Stock	Div	Yld	PE	Sls 100s	High	Low	4 P.M.	Ch'ge
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

(Continued on next page)



AMEX

Tuesday's Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. *Via The Associated Press*

[illegible]

Sales figures are unofficial. Yearly highs and lows reflect the previous 52 weeks plus the current week, but not the latest trading day. Where a split or stock dividend amounting to 25 percent or more has been paid, the year's high-low range and dividend are shown for the new stock only. Unless otherwise noted, rates of dividends are annual disbursements based on the latest declaration.

a — dividend also extra(s).
b — annual rate of dividend plus stock dividend.
c — liquidating dividend.
cld — called.
d — new yearly low.
e — dividend declared or paid in preceding 12 months.
g — dividend in Canadian funds, subject to 15% non-residence tax.
i — dividend declared after split-up or stock dividend.
j — dividend paid this year, omitted, deferred, or no action taken at latest dividend meeting.
k — dividend declared or paid this year, an accumulative issue with dividends in arrears.
n — new issue in the past 52 weeks. The high-low range begins with the start of trading.
nd — next day delivery.
P/E — price-earnings ratio.
r — dividend declared or paid in preceding 12 months, plus stock dividend.
s — stock split. Dividend begins with date of split.
sls — sales.
t — dividend paid in stock in preceding 12 months, estimated cash value on ex-dividend or ex-distribution date.
u — new yearly high.
v — trading halted.
vi — in bankruptcy or receivership or being reorganized under the Bankruptcy Act, or securities assumed by such companies.
wd — when distributed.
wi — when issued.
ww — with warrants.
x — ex-dividend or ex-rights.
xdis — ex-distribution.
xw — without warrants.
y — ex-dividend and sales in full.
yld — yield.
z — sales in full.

NYSE

Tuesday's Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. *Via The Associated Press*

(Continued)

[illegible]

NYSE Highs-Lows

NEW HIGHS 78

Acme Clev
AllenGrp
AtalantSos
BarclyBk pf
BurnhmPc
Comsat
Firstar pf
FM RoyTr
GlfSU 385pr
Hianinco
HarMann n
LaPL pf
MetE 812pf
NestFdl
PaPL 440pf
ROC Taiwan
ReynldRev
ThomAdivsry
Total SA n
Xerox 368pf
AMD pf
AlliedSignal
BMC Ind
Benefl 5pf
CapHold adj
CnPw 745pf
FltNors pC
GalaobLw pf
GlfSU 440pr
HighIncII
IndiaGwth
Manville wt
NBB Bcp
NEstFdl pf
PhEl 1525pf
Rayonier
RoyBScot pr
TimesMirA
Tredegar n
YorkIntl n
Airgas
AllstMul02
BancFlorida
Biocrft
CedarFair
DaytPL pfE
FrnkMult
GaPw 780pr
HlthRehab
HiYldPlus
InterstJhn
MasMut Inv
NatwHltPr
NorthTel
PropTrAm
Repsol n
SignalApri
Titan pf
Tri-Cont pf
AllegCo
AmPresid
BkBos adj pf
BordnChm
ClevEl pfB
Eamk rt
FreeptMcM pf
GerberSci
Helilo s
Hillenbrd
LIL Co pfY
Mellon pfH
NIM 360pf
ParkEl
PSvCol 715p
RepGyps
TRC Cos
Trchmk adj p
VaEP 745pf

NEW LOWS 4

BritTel pp
CyprSemi
KnogoCo
LomasFin wt

AMEX Highs-Lows

NEW HIGHS 41

AlpineGrp
Astrtch wt
BowneCo
CastleCvFd
Elsworth
IntMur wt
LittldAd
PWebb Nk pwt
RoyalOak n
SunCty s
Viatech
AmaxG wt
Bancrft Fnd
Bushind
Comatek
FtCityBcp
KanGE pf
MatSci
Paxar s
SalNik 93wt
TenneyEng
AmHlthMgt
Belvedere
CaroPL pf
Datarem
FlukeJohn
LaBarge In
Munivest
Plitway n
ShltrComp
TolEd 832pf
AmTr-mob prm
Bombay n
Corington
EksptNk wt
IntCtyPd
Landaur s
NY Times
Quebecor g
SterlingCap
Valspar

NEW LOWS 2

ArizLnd
MetPro

To our readers in Germany
It's never been easier to subscribe and save. Just call us toll free at
0130 84 85 85

THE LAST WORD IN HOTELS HAS JUST BEEN TRANSLATED INTO JAPANESE.

The new Four Seasons Tokyo is surrounded by 17 acres of the city's famed Chinzan-so Gardens. Yet it places you within easy reach of both the Imperial Palace and the Shinjuku business district. The 286 spacious guest rooms boast multiline phones and connections for computer modems and fax machines. Each one is served by 24-hour multilingual concierges. There is even a sophisticated amphitheater, plus as a wide array of meeting rooms befitting international conferences. We cordially invite you to phone for reservations and further details about the new hotel that in any language will truly speak for itself.

Four Seasons Hotel

هكذا من الأصل

TV Growth Threatens Dentsu

As New Outlets Arrive, Ad Agency's Dominance Shrinks

By Steven Brull

International Herald Tribune

TOKYO — Dentsu Inc., the world's biggest ad agency and a central pillar of Japan Inc., is worried that its ability to sell everything from soaps to political slogans has slowly begun to erode.

The challenge comes from a slow but certain break-up of the monolithic structure of the major Japanese media that helped mold Japan's homogenous population. The dominance of the major media has reinforced Dentsu's power since its inception 90 years ago. But new technology and growing personal wealth are facilitating a host of new challengers.

"There will be many more media, but none will be big enough to yield big profits," said Yoshikazu Tsukamoto, a Dentsu managing director. "We feel there is a crisis."

Nobody expects Dentsu, which controls one of every four Japanese advertising dollars, to lose its status overnight. Still, few expect it to maintain its present power. "They're in for a period of eroding market share," said J. Mitchell Reed, president of Grey Daiko Advertising Inc. "They have less absolute power than they did and clients are getting stronger."

The greatest challenge to Dentsu is in television, a medium it dominates unlike any other and the chief source of the company's power and profits. The commercial stations remain indebted to Dentsu for the crucial support in money, personnel and technology it lent them 40 years ago, a time when Japanese industry was strapped for funds.

Dentsu continues to advise stations and dispatch personnel, ties which helped it control 45 percent of prime-time television advertising in Tokyo last year. Altogether, television ads provided 38 percent of Dentsu's nearly 1.36 trillion yen ($11.0 billion) in sales in the year to March 31, 1991.

Unfortunately for Dentsu, the television audience in Japan is beginning to narrow into niches as occurred in the United States a decade ago with the proliferation of cable TV. Five commercial networks and the semipublic NHK now dominate national programming, but a challenge is coming from satellites. Already, more than 10 percent of Japanese households can receive noncommercial satellite broadcasts begun several years ago by NHK, and the number is rapidly rising.

In addition to NHK's three satellite channels, the first commercial satellite station began broadcasting earlier this year. It will be joined by a half dozen next year and 40 or more additional channels could arrive later this decade. Cable television, still in its infancy, also is making inroads.

Dentsu is fighting subscription television. Despite its ties to the ruling Liberal Democratic Party, which it helps to run election and public campaigns, Dentsu was unsuccessful in its bid get the first commercial satellite channel, a movie service called WOWOW, to run ads rather than rely entirely on subscriptions. "Our biggest hope is that we can maintain the status quo, that there won't be diversification of the media," Mr. Tsukamoto said. "But it appears inevitable, so the question is how to respond."

One tactic would be to increase ties with the new stations by boosting Dentsu's financial stakes and sending personnel to them. It already has a small interest in WOWOW and several other satellite channels making their debuts next year. In addition, Dentsu has a small stake in Japan's most popular TV network, Tokyo Broadcasting System Inc., as well as about one-third of Video Research, Japan's top rating company. But observers said the Ministry of Posts and Telecommunications was likely to limit the share that Dentsu and others can take in these new media.

Competitors said its connections had given Dentsu all sorts of power, including the right to set rates charged to rival agencies and to play kingmaker over new media. More ominously, many said Dentsu controls the news media — an allegation it denies.

Critics point to the huge ad spending Dentsu controls, which can make or break newspapers and television news programs, as well as its shareholding arrangements with Kyodo News Service and Jiji Press, Japan's two leading news agencies. The arrangements date from 1936, when Japan's military government forced the companies to merge into a central propaganda organ. Kyodo and Jiji hold a combined 48.4 percent stake in Dentsu, which is not listed on the stock exchange.

While Dentsu seeks to gain influence over the stations, it is also preparing to meet the new media head on. It has been experimenting with formats for commercials designed to be less likely to be zapped by tomorrow's more active viewers.

In tests run on cable television, it has found good results for "infomercials," programs of several minutes' duration that convey commercial messages in the guise of straight information. It is also developing ways to advertise on unerasable compact disks, a multimedia format expected to gain popularity later this decade.

ADS: *Japanese Agencies Slowly Expanding in Europe*

(Continued from first finance page)

facturers in Europe worked through local dealers and importers who determined all marketing and advertising strategies and chose local agencies," said Mr. Ikari. Today, however, an increasing number of Japanese companies are deciding to directly manage their affairs, putting an end to their dealership accords.

"In the U.S., the domestic agencies enjoy very close links with Sony or Toyota because these clients have been around a long time, making it very difficult for us to service their business," said Hiromi Yoshida, associate manager of Dentsu. "This is not the case in Europe, where Japanese companies have been relatively late in entering."

What has reassured the Japanese powerhouses is that their arrival on the European advertising scene is unlikely to provoke a surge of Nipponphobia, in contrast to the Japanese attack on the European car market. For notwithstanding their own motives for wanting to break into Europe, Dentsu, Hakuhodo and Dai-Ichi Kikaku owe much of their footholds on the Continent to distress calls from cash-strapped local allies.

"The stock exchange has written off the ad industry," said Pierre de Plas, president of TBWA France.

Given that Dentsu is sitting on a treasure chest estimated at over $2 billion, invitations from other needy European outfits are not going to dry up quickly. Recently, the international head of RSCG Corp. went knocking on the Japanese giant's door to request it to bail out the debt-laden French network, only to return empty handed.

But industry watchers said a cultural factor would deter Dentsu and the others from launching hostile raids on any of the publicly listed ad agencies, such as Saatchi & Saatchi Co., WPP Group or Omnicom Group Inc. They even are reluctant to set up full-fledged Japanese networks in Europe. Their involvement in their acquisitions, these sources said, will be limited to an indirect financial role.

Malaysia And Vietnam To Cooperate On Spratlys

Reuters

KUALA LUMPUR — Vietnam and Malaysia have agreed to jointly develop areas around the disputed Spratly Islands, believed to be rich in oil and natural gas, Foreign Minister Datuk Abdullah Badawi of Malaysia said Tuesday.

Chinese and Vietnamese troops clashed in 1988 over the chain, a group of reefs, atolls and islands southeast of Ho Chi Minh City that are claimed by China, Taiwan, Vietnam, Malaysia, the Philippines and Brunei.

Datuk Abdullah said Malaysia and Vietnam would jointly develop those areas where only their territorial claims overlapped. He declined to disclose which islands were being jointly claimed.

Analysts have warned that with the end of the Cambodian conflict, the overlapping territorial claims of the Spratlys, the Paracels and other islands in the South China Sea could spark conflict.

Some of the claimants have set up military outposts on the islands, whose surrounding seas are believed to have large but as yet untapped oil and gas deposits.

Malaysia has built a holiday resort on one of the islands, Terumbu Layang Layang.

Asked if Vietnam's stand in the dispute had changed, Datuk Abdullah said that country was "more accommodating."

"It is better to work together and reap the benefits instead of wasting our time and energy quarreling," Datuk Abdullah said after a meeting with the Vietnamese foreign minister, Nguyen Manh Cam.

"Vietnam is now willing to understand Malaysia's position," he said. "Given time, we will sort things out."

Datuk Abdullah also said Mr. Cam assured him that Vietnam would take steps to stop its people leaving the country to seek refuge in other Southeast Asian nations.

He said there were 12,500 Vietnamese asylum-seekers in Malaysia, but that only a small number of them were real political refugees with the rest being economic migrants. "Of late, there has been no new arrival of refugees," he said, adding that the reconstruction of Vietnam would lead to "economic refugees" voluntarily returning to their homeland.

Mr. Cam is part of a delegation led by Prime Minister Vo Van Kiet on a four-day visit to Malaysia.

NEC Claims Record For Computer Speed

Compiled by Our Staff From Dispatches

TOKYO — NEC Corp. introduced Tuesday a supercomputer that it said was the world's fastest, slightly exceeding the speed of U.S.-based Cray Research's top machine.

NEC's SX-3 44R has a sequential computation speed of 25.6 gigaflops, or 25.6 billion calculations per second, the company said. The Cray's peak speed is 24 gigaflops.

The machine is also 16 percent faster than NEC's previous best, the company said.

A Cray spokesman conceded that the new NEC series had a higher peak speed but said a more significant indicator was parallel computation speed, in which he said Cray's top model was five times faster than NEC's.

The NEC machine leads a new range of SX-3 supercomputers, *planned for shipment from September* this year with prices ranging from $7 to $30 million.

The announcement was the latest in a series of high-speed claims from supercomputer makers.

Intel Corp. in November introduced its Paragon supercomputer, capable of 300 gigaflops and scheduled for shipment from the latter half of 1992. But NEC officials said Intel had yet to show any evidence to support its claim, whereas NEC produced data in accordance with the industry benchmark test for supercomputers, known as Linpack.

The supercomputer market is now worth an annual $1.5 billion. Tadashi Watanabe, general manager of NEC's supercomputer marketing and promotion division, said he saw annual growth of 13 to 14 percent over the next few years.

The secret of supercomputers' success has been finding their way into industrial laboratories, having previously been confined largely to universities and weather centers.

NEC aims to sell 50 of the new range in Japan in the four years after their introduction. It hopes a marketing deal with Control Data Corp. of Minneapolis will help it sell 30 abroad.

"We have hopes particularly for Europe," said Mr. Watanabe.

Although NEC has to date sold 16 SX-3s in Japan and five abroad, none have been sold in the United States, something the company blames on weak marketing and a market that is nominally open but discourages supercomputer imports.

(AP, Reuters)

Osaka Weighs Tightening Futures Trading Rules

Bloomberg Business News

TOKYO — The Osaka futures exchange is considering tightening regulations on the futures market, an exchange official said Tuesday. The changes would respond to criticism that futures trading is hurting stock prices.

The changes could include demanding more detailed disclosure in program trading, changing the way the futures contract is settled and shortening trading hours, said the official, who asked not to be identified.

The Osaka exchange is now discussing the proposals with the Tokyo Stock Exchange, the official said.

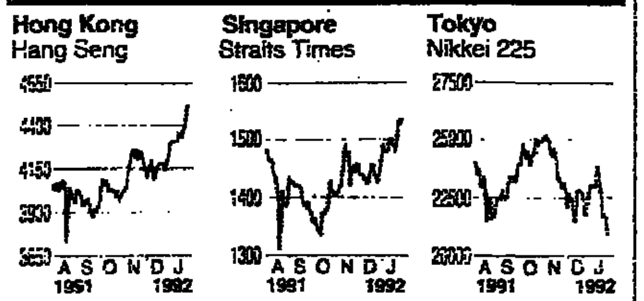
The value of trading volume in the Nikkei 225 futures contract was about five times the value of volume in stocks themselves last year. The Ministry of Finance and the Tokyo Stock Exchange have said they want to rein in the futures market, arguing that it triggers swings in stock prices that scare away small investors.

On Tuesday, the value of trading in futures was 935 billion yen ($7.5 billion), while turnover in the stock market totaled 242 billion yen, according to figures supplied by S. G. Warburg Securities. Regulators have already tightened margin requirements in futures trading four times, most recently on Dec. 17.

Traders say the effect of changes to date on futures trading has been minimal. But they warn that more business will flow to the Singapore International Monetary Exchange, where another Nikkei 225 futures contract is traded, if regulatory authorities continue to clamp down on the market in Japan.

Osaka is at odds with Tokyo over the possible changes, the Osaka official said. The Nikkei 225 futures contract is a major source of revenue for the Osaka exchange, while the Tokyo Stock Exchange, which is running a deficit, has only the thinly traded Topix futures contract.

Investor's Asia



Exchange	Index	Tuesday Close	Prev. Close	% Change
Hong Kong	Hang Seng	4,522.21	4,510.67	+0.26
Singapore	Straits Times	1,535.85	1,525.39	+0.69
Sydney	All Ordinaries	1,646.60	1,667.60	-1.26
Tokyo	Nikkei 225	20,858.30	20,913.82	-0.27
Kuala Lumpur	Composite	570.57	572.23	-0.29
Bangkok	SET	776.01	779.82	-0.49
Seoul	Composite Stock	630.00	633.87	-0.61
Taipei	Weighted Price	5,135.35	5,102.64	+0.64
Manila	Composite	1,301.00	1,303.00	-0.15
Jakarta	Stock Index	253.39	251.58	+0.72
New Zealand	NZSE-40	1,484.43	1,495.03	-0.71
Bombay	National Index	978.95	967.43	+1.19

Sources: Reuters, AFP

International Herald Tribune

Very briefly:

- **Toyota Motor Corp.** and **Nissan Motor Co.** announced sharp falls in domestic production and sales in 1991, accompanied by modest increases in exports. Toyota said production abroad had also declined, while Nissan reported a surge in overseas output.
- **Sime Darby Bhd.** has agreed to buy the Caterpillar heavy-machinery dealerships in Australia from **Hastings Deering Corp.** for a premium of 35 million Australian dollars ($26 million) over book value.
- **China** has set up a spacial bank aimed at promoting economic development in its minority regions, the official China Daily said.
- **North** and **South Korea** increased their trade almost eight-fold in the past two years, keeping pace with the political thaw on the Korean peninsula. The volume of bilateral trade rose from $25 million in 1990 to $192 million last year.
- **Airlanka**, Sri Lanka's national carrier, will seek a loan of $700 million to replace its fleet of aging aircraft with seven new Airbus planes, airline officials said.
- **Japan's** Finance Ministry is studying measures to allow the operation of nonlife insurance brokers, the Nihon Keizai newspaper said. Currently, policies are sold through exclusive sales agents.

AFP, Bloomberg

3 Philippine Groups Vying for PAL

Reuters

MANILA — Three Philippines consortiums are in the running to buy Philippine Airlines, scheduled to be sold next week, but the planned privatization has failed to attract equity from foreign airlines, officials said Tuesday.

Officials said foreign airlines, many of which are going through financial difficulties, had decided not to bid for a stake in PAL.

Finance Secretary Jesus Estanislao, in charge of the sale of the state-owned airline, said the proposed bidding would be postponed by one day to Jan. 30 because he would be attending a Southeast Asian summit meeting in Singapore earlier in the week.

The airline is one of the biggest state assets being sold by President Corazon C. Aquino's government to dismantle the network of companies accumulated under the late President Ferdinand E. Marcos.

NASDAQ

Tuesday's Prices

NASDAQ prices as of 4 p.m. New York time.
This list compiled by the AP, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

SPORTS

Basketball Player in U.S. Dies After His 2d Stroke

By Elliott Almond

Los Angeles Times Service

INGLEWOOD, California — Earnest Killum, the Oregon State basketball player who recently said he was not afraid of dying, died Monday, three days after suffering a major stroke possibly caused by a congenital artery disease. He was 20 years old.

A California high school player of the year at a Los Angeles high school in 1990, Killum suffered his second stroke in six months on Friday, shortly before a practice.

An hour before, in an interview with Chris Baker of the Los Angeles Times, Killum had said: "I don't feel like I'm taking a chance playing basketball. I'm not worried about nothing happening to me at all. I'm young."

Killum had been listed in fair condition at Daniel Freeman Memorial Hospital in Inglewood on Friday and Saturday, but was put on a respirator Sunday when he lapsed into a coma. He was partially paralyzed on his right side and unable to speak.

Dr. Carl J. Orfuss, a neurologist at the hospital, said that during the 24 hours after he went into a coma, Killum lost all brain function.

Orfuss said he believed that Killum suffered from a disease called arteritis, an inflammation of the arteries. He said he learned Monday afternoon that two of Killum's relatives had died young under similar circumstances.

An autopsy was scheduled for Tuesday to determine the cause of Killum's death.

Orfuss said that playing basketball did not have any affect on the 6-foot, 4-inch (1.93-meter) sophomore guard, who was academically ineligible last season.

Killum suffered a minor stroke in July at a Los Angeles park. He had a blood clot removed from his left arm and other, inoperable clots were discovered, including one in the main artery leading to his brain.

He received medical clearance on Dec. 27 to play again and Oregon State officials drafted a letter of understanding that Killum signed. Dutch Baughman, the university's athletic director, said the letter was not legally binding.

"We prepared a letter for Earnest to sign, to indicate what we understood, and what he understood with statements from the doctors," Baughman said.

Killum was being treated with a blood-thinning drug, Coumadin, to control what was believed to be a blood-clotting disorder. The medication was reduced to allow him to play without suffering the side effects, mainly bruising easily. Orfuss said the drug had not contributed to Killum's death.

Earnest Killum: "I'm not worried about nothing happening to me at all."

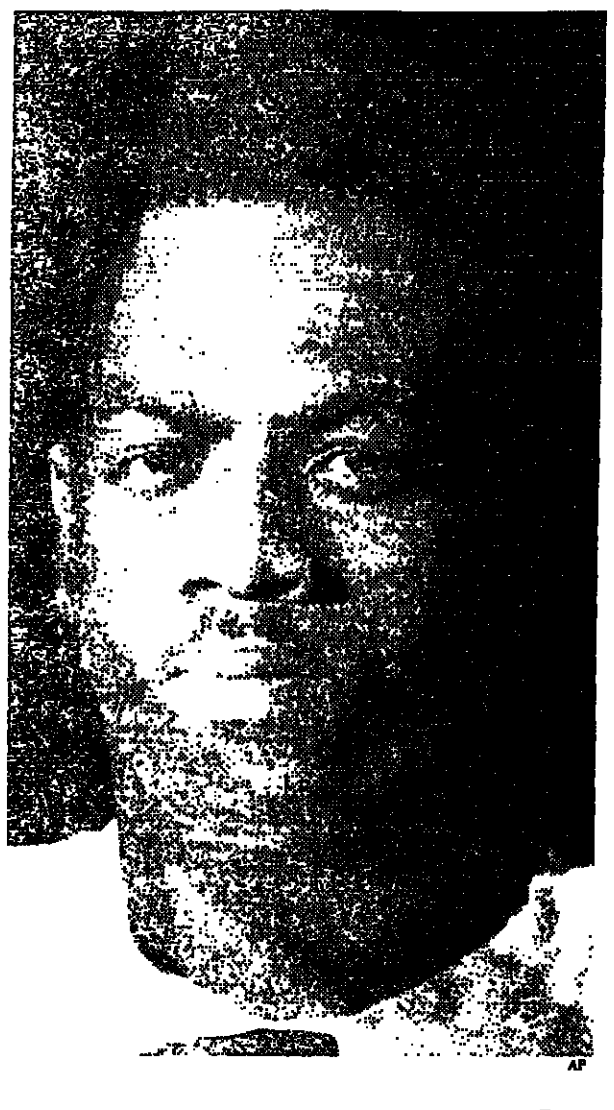
Killum played on Thursday night against Southern California, scoring 13 points in 16 minutes. The night before, he was honored at Lynwood High School, his alma mater, where his number was retired.

"The precipitating event on Friday most likely was an occlusion of the left internal carotid artery, which caused the major stroke and the subsequent swelling of the brain," Orfuss said at a news conference at the hospital.

Although it was originally thought that Killum suffered from a blood-clotting disease, Orfuss said none of the tests made after the first stroke showed such a disorder. He also said a battery of cardiac examinations had showed little sign of heart problems.

Orfuss said Killum died because of a complete closure of the left carotid artery, caused by the progression of a systematic disease affecting the blood vessels.

"He had the benefit of every clotting test known to man," Orfuss said. "We reviewed the records, and there is no other test that could have been done to make a diagnosis of a clotting disorder."


AP

Who Bears the Responsibility for 'At Risk' Athletes at Play?

By Julie Cart
and Maryann Hudson

Los Angeles Times Service

LOS ANGELES — To many, the news of the death of the basketball player Earnest Killum evoked images and memories of the sudden death in 1990 of Hank Gathers, a Loyola Marymount basketball player.

The stories appear so similar: Young, strong athletes, seemingly impervious to illness and pain, collapsing and dying.

There is more. Both had medical conditions that, doctors said, should have prevented them from playing basketball. Both were at times persistent in asking the doctors that they be given permission to play. Both resumed playing after a battery of medical tests.

One physician describes these situations as "athletes at risk," and says the medical aspects are fraught with questions.

Who can play, and who assumes responsibility for those who do? Once it is established that an athlete has a condition that places his health at risk, what is an acceptable risk that would allow him to play? Who decides?

Sports physicians wrestle with such questions daily. Dr. Milton J. Sands, director of cardiology at New Britain General Hospital in Connecticut, has first-hand experience.

In 1990, he examined Tony Penny, a Central Connecticut State basketball player, and diagnosed Penny as having cardiomyopathy, the heart disorder that would kill Gathers.

He advised the school that Penny should not be allowed to play basketball.

Penny wanted to play, sought other medical opinions and brought a $1 million suit against Sands for disrupting his career. The suit was dropped. Penny was allowed to play and four years later, at 23, collapsed on a court while playing professional basketball in England. He died.

Sands, told of Killum's death, said, "Oh no, not another one.

"I know what it's like to be in the physician's position," he said. "Right now, he must feel awful. There's nothing he could have done. The athlete wants to play. In fact, it's his entire life.

"On the one hand you try your darndest to protect them. On the other hand, when you try hard to protect them you are hurting them because you are taking away the one thing that they care about the most. It's a terrible situation."

"You are depriving them of something they think is central to their existence," Sands said. "It's that critical to these folks. They don't understand. There's no way you can make them understand. I'm sure that they are very intelligent. It's just that they have a mindset against physical illness. They feel good.

"We don't have all the answers. With a 70-year-old person, if we don't have all the answers, that's awful. At the age of 20, it's more than awful, it's catastrophic. It places the physician in a terrible situation. It goes right to the heart of a doctor-patient relationship: 'Do no harm.' "

Doctors do not struggle with these issues in a vacuum. There is pressure from the athlete, who wants to play, and there is pressure from coaches and other athletic officials who want their player on the court.

Arthur Caplan, a medical ethicist at the University of Minnesota who advises doctors, says the question of who decides is paramount. And difficult. Ultimately, the responsibility rests with the physician, Caplan said.

"Adolescents are not competent to make decisions for themselves," Caplan said. "I think that you want to approach the wishes of the athlete with some caution."

A crucial factor in making the decision on who plays, he says, is to consider the mindset of young athletes who feel bulletproof.

That attitude "is almost unique to the sports culture," he said, "the invulnerability of the body. You get used to being able to do things with your body."

But, no matter how carefully doctors have evaluated the risks, often little can be done to prevent a lawsuit.

Gathers, the Loyola Marymount star, collapsed and died March 4, 1990, from cardiomyopathy, a heart disorder, while playing in a postseason game. A multimillion dollar wrongful-death suit has been brought against Loyola Marymount and several others on behalf of the Gathers family.

The Pleasures Out of Africa

International Herald Tribune

LONDON — It is a matter for both regret and celebration that the wild side of Africa is untamed. The 18th Nations' Cup, now at its semifinal stage, revives raw excitement in a game that, on other continents, has become too coached, too predictable, too businesslike.

Africa is exploring soccer like a young cub in new surroundings. But Senegal has paid a terrible price: Seven people reported dead after street parties following the host nation's 3-0 triumph over Kenya last Thursday.

Little was made of it. West Africa has never before been the cradle of world television appeal, and Senegal is as hungry for the tourist spinoff as Albertville or Barcelona.

We cannot know to what extent euphoria became the excuse or the trigger for irresponsible or criminal behavior. But soccer's intoxication has killed before, and we should be thankful that Senegal was quietly eliminated in the next round.

Rob Hughes

On the field, too, there are extremes: tackles so reckless our blood curdles, individual flamboyance that we feared was a lost art. We seldom are bored.

Even the violence is of a different nature to the cynicism in Europe and Latin America. It is more often ill-judged than ill-willed, but it hurts no less to a Kenyan carried away with a hole in his foot, giving a crucifying impression of a nail rather than the stud impaled by a Senegalese shoe.

The contrast is sheer joy: The athleticism, for example, of Cameroon's Jean-Claude Pagal literally vaulting over the head of an oncoming Moroccan sliding in to challenge.

Little by little the pleasant surprises overcome the bad. I cannot recall the last tournament where so many players have shown respect to their victors or civility toward referees, even when decisions appear outrageously unfair.

For sure, Africans have been put on their best behavior. *But, tough as these fellows unmistakably* are, some are still in the formative stage of being players rather than journeymen.

If this makes them a shade naïve, hurrah for that. It makes for movement as vivid as the peacock colors they wear. It means that try as coaches might to instill caution, the individual urge is to grasp at glory, maybe to sell oneself to rich Europeans.

Soccer scouts abound. Even late arrivals can catch the flavor in Thursday's semifinal at Dakar's Friendship Stadium: Nigeria versus Ghana and Cameroon versus Ivory Coast.

Nigeria embodies power. Its players are physically big, their federation has lucrative backing and, from a population of more than 100 million, they have more bodies to choose from.

RIGHT NOW, the hero is Rashid Yekini. Three goals in three games have shown his dynamism and opportunism, and when the tournament is over he will move from Vitoria Setubal of Portugal to Souchaux in France.

If one nation can spoil the Nigerian dream, it is Ghana. With its towering defender, Anthony Baffoe, Ghana has physical presence; it also has peerless match winners.

The first audacious act in the life of the Ghanaian captain, Abedi Pelé, was in his being given soccer's most famous name; the next was his believing that he might be as good, or better, than the Brazilian original.

Pelé explodes into greatness out of stillness. His goals are phenomenal. So is the cheek with which he invites opponents to tackle him, as he stays close, flicks the ball gently into the air, teases, skips and laughs.

Showing off? Of course. He is an entertainer. A brave one, too. In the quarterfinals, having been shaken to his shoes by a late tackle from the Congo's 6-foot, 5-inch (1.95-meter) Jean Tsoumou-Mbele, our new Pelé bided his time. Then, from 50 meters out on the wing, Pelé wriggled past one opponent, simply glided beyond the reach of a second, drew out the goalkeeper and scored on a whiplash shot from an acute angle.

That was arguably Ghana's second-best goal of the match. The first was created by Nii Lamptey, the 17-year-old for whom Marseille might pay Anderlecht $17 million.

Lamptey dribbled past one Congo defender, then sprinted between two more. And, as another couple deserted their man to approach him, Lamptey slipped the ball to Tony Yebouh, whose left-footed finish from 18 meters showed precisely what makes him a leading marksman in Germany's Bundesliga.

Of the four semifinalists, Ivory Coast is the outsider with the most delightful attitude. Having begun the total eclipse of North African Arabic football a week ago, the Ivorians continue to mesmerize other teams with elusive attacks born of impulse and betrayed by equally erratic finishing.

THE SPIRIT that moves them has, it seems, had no lesson in capitalizing on assets. Hence, from a quarterfinal against Zambia that contained 33 strikes at goal, Ivory Coast was lucky to win on a deflected shot in overtime.

Now it meets Cameroon, the aging lions whose teeth appear ground down. The indomitable World Cup Cameroons suddenly seem burdened by expectation — or are they cagily preserving strength?

Time will give its verdict, but it is significant that only Ivory Coast, of the remaining four, has an African coach, Yeo Martial. Cameroon's coach is French, Phillippe Redon; Nigeria has a Dutchman, Clemence Westerhof, and Ghana a German, Otto Pfister.

Pfister reckons his job is to wring the natural instinct *out* of the Ghanaians. What a shame. A pro coach, even in Africa, lives by results, therefore he coaches conservatively. The consequence is to supress the very thing that makes the African exceptional.

We have seen it happen to Brazil. Now we hear that Gianni Agnelli, possibly the last of the barons to truly love the game for its thrills, is contemplating a Fiat coaching scheme that would teach young Africans how to grow into good Italians.

The motive is probably admirable: Agnelli's Juventus club setting down roots in Ghana would be better than having the kids spirited out of there for the profit of others.

Yet how long would it take before organized coaching robbed Africa of the flair that grows close to nature?

Speaking of growth, one of the more famous bald heads in Dakar this week belongs to Arrigo Sacchi, Italy's team manager. While Sacchi does his homework on possible African opponents at the 1994 World Cup, the television cameras have had a fixation with showing his reactions.

Sacchi was Senegal's VIP guest, even if one British television commentator did refer to him as "an anxious Cameroon official."

Naïveté is not the preserve of the African.

Rob Hughes is on the staff of the Sunday Times.

BOOKS

A LANDING ON THE SUN

By Michael Frayn. 249 pages. $21. Viking Inc., 375 Hudson Street, New York, N.Y. 10014.

Reviewed by Michiko Kakutani

MICHAEL FRAYN'S characters are obsessed by order and control, dismayed by change, confusion and messy emotion. The prim, punctilious schoolmaster in the movie "Clockwise" misses his train and finds himself unable to extricate himself from a snowballing set of complications. The pompous professor in Frayn's last novel, "The Trick of It," endeavors to make his life conform to the neat rules of literary theory.

His latest hero, an uptight nebbish of a civil servant named Brian Jessel, is no exception. For years, Jessel has toiled anonymously in the Cabinet Office, writing and submitting reports on such earthshaking topics as departmental efficiency and the latest Treasury overview meeting. The monotonous routines of the job are comforting to Jessel; they insulate him from the outside world.

Jessel certainly has reasons to want to forget his private life: his wife is confined to a mental institution, and his young son also suffers emotional problems.

One day Jessel is given a new assignment that will unexpectedly alter his outlook and his life. It involves investigating the death of another civil servant named Stephen Summerchild, who seems to have committed suicide 15 years earlier by jumping out of a window. Summerchild was apparently at work on a secret government project, and investigative reporters are working on the case. Jessel's mission is to uncover the facts before the reporters do.

Frayn's comic world relies heavily on contrivance, and it's not long before Jessel has found some remarkable parallels between Summerchild's life and his own. What's more, Summerchild turns out to have been the father of Millie, a girl whom Jessel dated in his youth. A week before her father's sudden death, she stopped talking to Jessel and disappeared from his life.

Jessel soon realizes that Summerchild was not involved in top-secret military work; rather, he was researching the philosophical question of "quality of life," an incongruous assignment that appears to have grown out of a Labor Party election manifesto.

Summerchild's colleague in these investigations was an Oxford professor named Elizabeth Serafin, a ditsy, voluble woman torn between her professional duties and her familial problems. She apparently managed to turn the Strategy Unit's meetings into impromptu Socratic dialogues about happiness and the meaning of life.

Even more disturbing to the prim and proper Jessel is the discovery that Serafin and Summerchild had embarked upon a passionate affair, and Jessel soon becomes absorbed in the messy details of their romance; indeed, he finds himself envying Summerchild and reassessing his own emotionally attenuated life.

The novel culminates in an ingeniously constructed denouement that is carefully set up in the earlier parts of the story. As a result, "A Landing on the Sun" gets off to a somewhat plodding start: its first few chapters are filled with exposition necessary for setting up the novel's explosive conclusion.

By the middle of the novel, however, the reader is completely absorbed, engaged by both Frayn's satiric observations of British bureaucrats and his more rueful delineation of Jessel's and Summerchild's spiritual travails. The brittle humor of "The Trick of It" has been replaced by a more melancholy comedy: as a consequence, this book feels wiser, deeper and more resonant, its melodramatic climax an oddly fitting one for such a sad yet funny story.

Michiko Kakutani is on the staff of The New York Times.

BEST SELLERS

The New York Times

This list is based on reports from more than 2,000 bookstores throughout the United States. Weeks on list are not necessarily consecutive.

FICTION

This Week		Last Week	Weeks on List
1	SCARLETT, by Alexandra Ripley	1	15
2	NO GREATER LOVE, by Danielle Steel	3	9
3	NEEDFUL THINGS, by Stephen King	2	14
4	DISNEY'S BEAUTY AND THE BEAST	10	4
5	THE SUM OF ALL FEARS, by Tom Clancy	4	22
6	NIGHT OVER WATER, by Ken Follett	5	16
7	THE DOOMSDAY CONSPIRACY, by Sidney Sheldon	6	19
8	BLINDSIGHT, by Robin Cook		1
9	THE FIRM, by John Grisham	7	45
10	THE JOLLY CHRISTMAS POSTMAN, written and illustrated by Janet and Allan Ahlberg	9	[illegible]
11	COMEBACK, by Dick Francis	12	12
12	WLT, by Garrison Keillor	11	[illegible]
13	REMEMBER, by Barbara Taylor Bradford	13	12
14	OH, THE PLACES YOU'LL GO! by Dr Seuss	14	94
15	GONE WITH THE WIND, by Margaret Mitchell	15	10

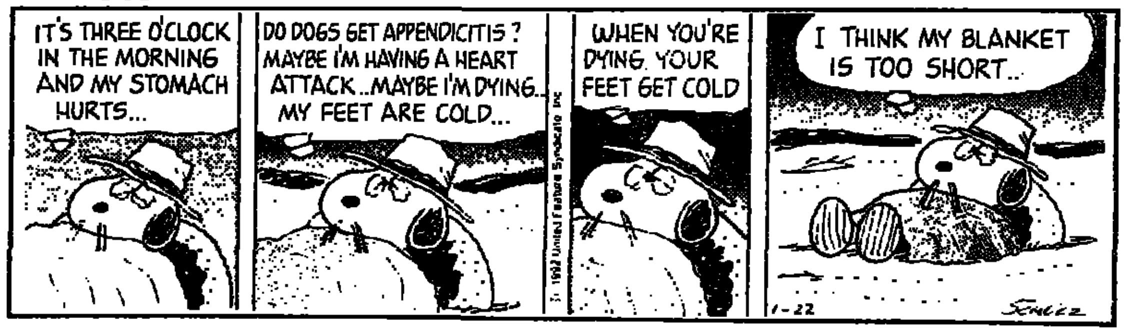
NONFICTION

This Week		Last Week	Weeks on List
1	DEN OF THIEVES, by James B. Stewart	3	14
2	MEMORIES, by Ralph Emery with Tom Carter	5	7
3	ME: STORIES OF MY LIFE, by Katharine Hepburn	1	18
4	THE JORDAN RULES, by Sam Smith	4	7
5	UH-OH, by Robert Fulghum	2	21
6	BACKLASH, by Susan Faludi	10	9
7	PLAUSIBLE DENIAL, by Mark Lane		1
8	UNDER FIRE, by Oliver L. North with William Novak	6	11
9	IRON JOHN, by Robert Bly	13	59
10	THE WORLD IS MY HOME, by James A. Michener	9	5
11	BROTHER EAGLE, SISTER SKY: A MESSAGE FROM CHIEF SEATTLE, illustrated by Susan Jeffers	14	3
12	MOLLY IVINS CAN'T SAY THAT, CAN SHE? by Molly Ivins	16	10
13	PARLIAMENT OF WHORES, by P. J. O'Rourke	12	31
14	PRAIRYERTH, by William Least Heat-Moon	11	12
15	WHEN YOU LOOK LIKE YOUR PASSPORT PHOTO, IT'S TIME TO GO HOME, by Erma Bombeck	8	22

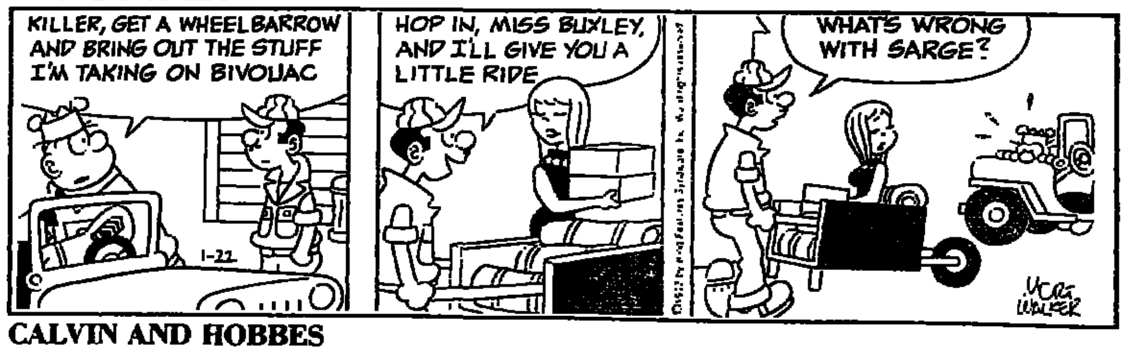
ADVICE, HOW-TO AND MISCELLANEOUS

This Week		Last Week	Weeks on List
1	THE BEST TREATMENT, by Isadore Rosenfeld	1	7
2	FRENCH FOR CATS, by Henry Beard and John Boswell		1
3	AWAKEN THE GIANT WITHIN, by Anthony Robbins		2
4	MORE WEALTH WITHOUT RISK, by Charles J. Givens		7
5	FIND WALDO NOW, by Martin Handford	4	45

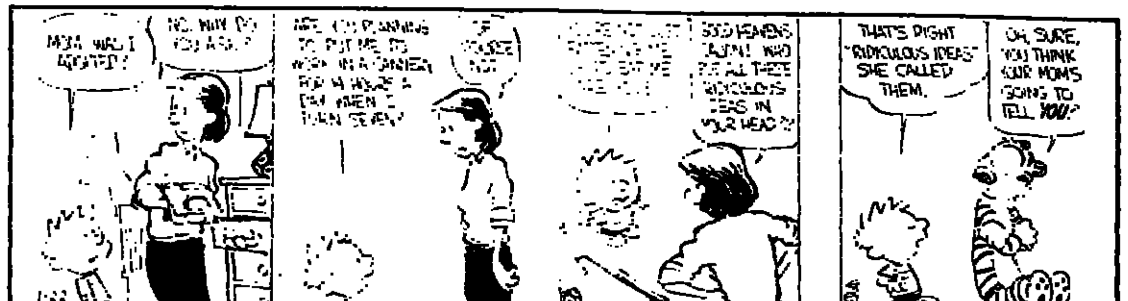
PEANUTS


IT'S THREE O'CLOCK IN THE MORNING AND MY STOMACH HURTS...
DO DOGS GET APPENDICITIS? MAYBE I'M HAVING A HEART ATTACK...MAYBE I'M DYING... MY FEET ARE COLD...
WHEN YOU'RE DYING, YOUR FEET GET COLD
I THINK MY BLANKET IS TOO SHORT...
1-22
SCHULZ

BEETLE BAILEY


KILLER, GET A WHEELBARROW AND BRING OUT THE STUFF I'M TAKING ON BIVOUAC
1-22
HOP IN, MISS BUXLEY, AND I'LL GIVE YOU A LITTLE RIDE
WHAT'S WRONG WITH SARGE?
MORT WALKER

CALVIN AND HOBBES


NO. WHY DO YOU ASK?
THAT'S RIGHT "RIDICULOUS IDEAS" SHE CALLED THEM.
OH, SURE, YOU THINK YOUR MOM'S GOING TO TELL YOU?
1-22

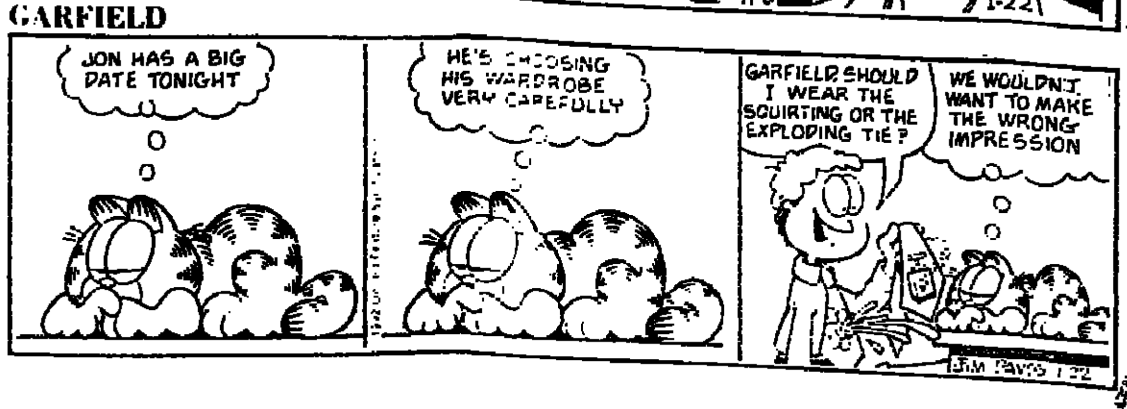
WIZARD of ID

HELP ME WITH THIS BAG OF GROCERIES
MATCHES, CLOTHESPINS, TOOTHPICKS AND A ROACH MOTEL?...AREN'T WE MISSING SOMETHING HERE?
DON'T TELL ME I FORGOT THE LIGHT BULBS?
1-22
PARKER

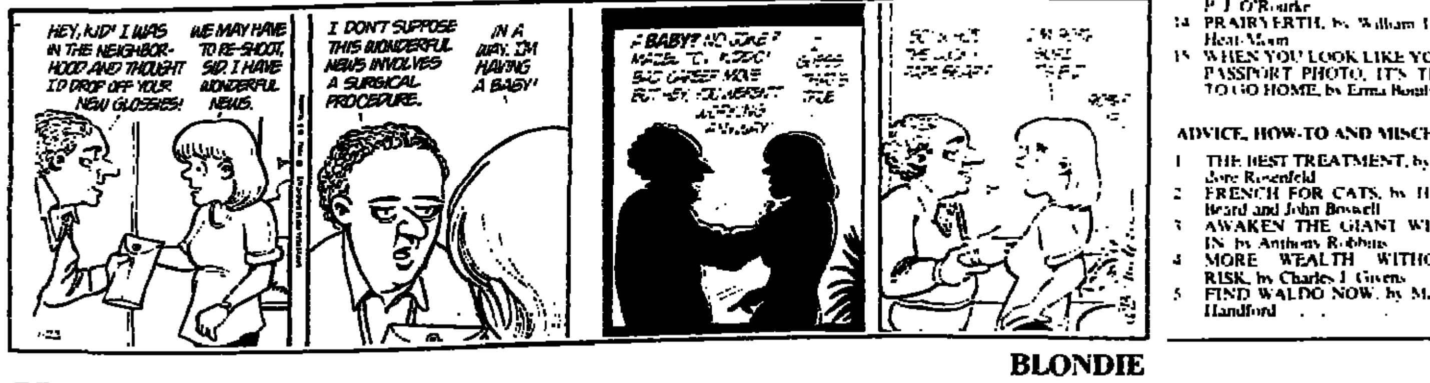
REX MORGAN

I'M ON MY WAY TO MELISSA'S · I'LL CALL YOU AT HOME TO LET YOU KNOW WHAT I FIND!
REX, WHAT IF MELISSA IS BECOMING UNABLE TO CARE FOR HERSELF?
LET'S NOT JUMP TO CONCLUSIONS! THERE COULD BE SOMETHING ELSE WRONG!
NOW, ALL I HAVE TO DO IS FIND OUT WHAT IT IS!
1-22

GARFIELD


JON HAS A BIG DATE TONIGHT
HE'S CHOOSING HIS WARDROBE VERY CAREFULLY
GARFIELD, SHOULD I WEAR THE SQUIRTING OR THE EXPLODING TIE?
WE WOULDN'T WANT TO MAKE THE WRONG IMPRESSION
JIM DAVIS 1-22

DOONESBURY


HEY, KID! I WAS IN THE NEIGHBORHOOD AND THOUGHT I'D DROP OFF YOUR NEW GLOSSIES!
WE MAY HAVE TO RE-SHOOT, SID. I HAVE WONDERFUL NEWS.
I DON'T SUPPOSE THIS WONDERFUL NEWS INVOLVES A SURGICAL PROCEDURE.
IN A WAY. I'M HAVING A BABY!
A BABY?

DENNIS THE MENACE

"I WAS GOING TO GIVE HIM A LESSON IN BOXING, BUT HE WOULDN'T *LISTEN*."

JUMBLE

THAT SCRAMBLED WORD GAME by Henri Arnold and Bob Lee

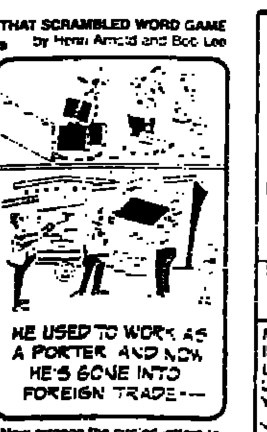
Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

DELOY ☐◯☐◯☐

TINGY ◯☐☐☐☐

FREPER ◯☐◯☐☐◯

RAXLYN ☐☐◯☐☐◯


HE USED TO WORK AS A PORTER AND NOW HE'S GONE INTO FOREIGN TRADE—

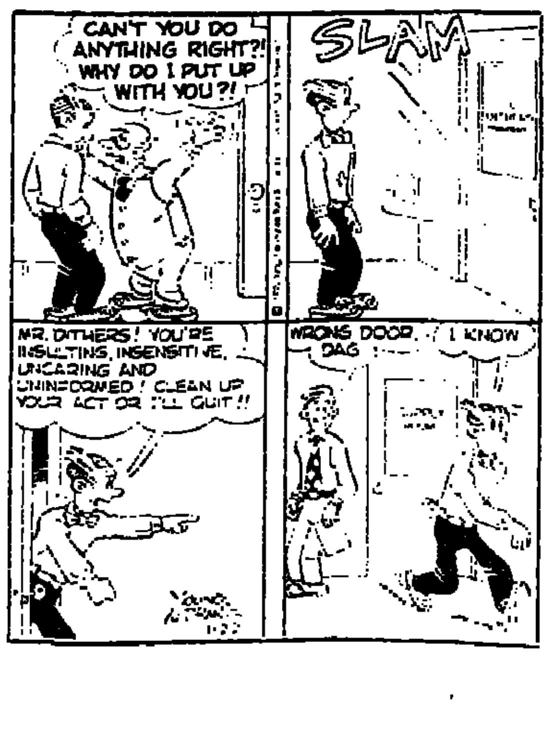
Now arrange the circled letters to form the surprise answer, as suggested by the above cartoon.

Answer here: AS AN " ☐☐-☐☐☐☐☐☐☐ "

(Answers tomorrow)

Yesterday's | Jumbles: NOVEL SINGE BURLAP MISFIT
Answer: That nurse checked the patients' pulses, but more often this—THEIR IMPULSES

BLONDIE


CAN'T YOU DO ANYTHING RIGHT?! WHY DO I PUT UP WITH YOU?!
SLAM
MR. DITHERS! YOU'RE INSULTING, INSENSITIVE, UNCARING AND UNINFORMED! CLEAN UP YOUR ACT OR I'LL QUIT!!
WRONG DOOR, DAG
I KNOW
YOUNG
1-22

هكذا من الأصل

SPORTS

Super Bowl Scoreboard —NFC 7, AFC Zip!— Embarrassment to NFL

San Francisco 38, Miami 16
Chicago 46, New England 10
New York Giants 39, Denver 20
Washington 42, Denver 10
San Francisco 20, Cincinnati 16
San Francisco 55, Denver 10
New York Giants 20, Buffalo 19

By Thomas George
New York Times Service

In other words, the National Football Conference 7, the American Football Conference zip.

This NFC-AFC thing in Super Bowl play is a testy subject for the Buffalo Bills, for the American Conference and for the National Football League.

The NFC's string of seven consecutive Super Bowl victories going into the *Bills-Redskins matchup* Sunday has left the AFC with an ugly black eye.

And it is a lingering embarrassment for the NFL, which prides itself on parity and yearns for that element *most in its title* game.

When Buffalo battles Washington in Super Bowl XXVI, it will be the Bills' task to end the NFC's recent domination. Bruce Smith, Buffalo's emotional defensive end, believes the Bills are up to the task.

"Everyone in the AFC gets so tired of hearing about how great the NFC teams are," Smith said. " 'They're so powerful. They're so smart. They've got this, they've got that.' You hear it all.

"It's like everybody believes the AFC teams get there and absolutely fall apart, but two of the last three Super Bowls have been awfully close. It should give us extra incentive.

"The only way to end all of the talk is to win the game."

True.

Even though the NFC's overall Super Bowl edge is only 13-12, jokes about the AFC still run rampant. During the NFC's victory string, it has won by an average score of 37-14. Only once during the stretch has an AFC team managed to score 20 points. The AFC's last victory was in Super Bowl XVIII when the Los Angeles Raiders toppled Washington, 38-9.

More bad news for the AFC in its quest for respect: The NFC won easily — 33-19 — in overall interconference play this season.

Not since before the league merger in 1970 have the old NFL teams (now the NFC) been able to tilt their noses so mightily and snub the old AFL teams (now the AFC).

Back then, the AFL was viewed as the weaker league, and it took the cocky Joe Namath and his New York Jets to beat Baltimore in Super Bowl III and Kansas City's upset victory over Minnesota in Super Bowl IV to silence the critics.

Why the AFC's recent drought?

There is no simple answer, but there are a few possibilities:

- The Denver factor. The Broncos have accounted for three of the seven consecutive losses, losing by a combined score of 136-40. Quarterback John Elway's magic has always been missing in the Super Bowl, and the Denver defense has been assaulted there.

You can bet that league officials breathed a sigh of relief when the Broncos failed to reach the Super Bowl this year. Even some Denver fans were relieved.

Actually, it is a shame for the Broncos because their defense showed in this year's AFC championship game that it just might — might — have been able to hold up to Washington's versatile attack.

- The power teams. Simply put, the best pro football franchises in the last seven years have been San Francisco, the New York Giants, Washington and Chicago — all in the NFC.

Those four teams account for the last seven titles. They all draft well and use solid schemes and, in many ways, from top to bottom, they possess the best coaching staffs in the league.

The old stereotype remains that NFC teams play power football and that AFC teams stress more of a finesse and passing game. NFC teams are more physical, more hard-nosed. They stress the running game and two simple basics of *football:* blocking and tackling. The AFC has the glamour quarterbacks — Dan Marino, Bernie Kosar, Warren Moon and Elway — *but none* of them wears a Super Bowl ring.

- Defense. If defense wins championships, then the NFC again showed why it is the stronger conference this season. Seven of the top 10 defensive teams in the league in 1991 were NFC teams, and the top five were all NFC.

It appears that NFC defenses place more emphasis on each man's beating the opponent in front of him. In the AFC, individual, physical matchups sometimes appear secondary to zones and collective-type defenses that don't emphasize *big hits enough and fail to produce* enough big-play turnovers.

The bottom line is that in the last seven Super Bowls, NFC teams have entered more prepared, readier to be physical and more likely to execute well — and have left as winners.

Will Buffalo reverse the trend?

The entire AFC has its fingers crossed and hopes that the dominance, and embarrassment, dies.

Super Bowl Winners

Year	Winner	Score	Loser
1967 x	Green Bay	35-10	Kansas City
1968 x	Green Bay	33-14	Oakland
1969	N.Y. Jets	16-7	Baltimore
1970	Kansas City	23-7	Minnesota
1971	Baltimore	16-13	Dallas
1972 x	Dallas	24-3	Miami
1973	Miami	14-7	Washington
1974	Miami	24-7	Minnesota
1975	Pittsburgh	16-6	Minnesota
1976	Pittsburgh	21-17	Dallas
1977	Oakland	32-14	Minnesota
1978 x	Dallas	27-10	Denver
1979	Pittsburgh	35-31	Dallas
1980	Pittsburgh	31-19	L.A. Rams
1981	Oakland	27-10	Philadelphia
1982 x	San Francisco	26-21	Cincinnati
1983 x	Washington	27-17	Miami
1984	L.A. Raiders	38-9	Washington
1985 x	San Francisco	38-16	Miami
1986 x	Chicago	46-10	New England
1987 x	N.Y. Giants	39-20	Denver
1988 x	Washington	42-10	Denver
1989 x	San Francisco	20-16	Cincinnati
1990 x	San Francisco	55-10	Denver
1991 x	N.Y. Giants	20-19	Buffalo

(x) NFC victory

Sabatini Dashes Capriati's Hopes for Grand Slam

Seles Outblasts Huber in Quarterfinals, 7-5, 6-3

The Associated Press

MELBOURNE — Jennifer Capriati's hopes for a Grand Slam title ended Tuesday with a flurry of errors against an attacking Gabriela Sabatini in the quarterfinals of the Australian Open.

The third-seeded Sabatini, using the aggressive style that carried her *to the U.S. Open title in 1990*, beat the 15-year-old Capriati, 6-4, 7-6 (7-1), as the No. 5 seed fell apart in the tiebreaker, losing the first six points on unforced errors.

Earlier, it was the good, the bad and the absent as Monica Seles, Mary Joe Fernandez and Arantxa Sánchez Vicario took contrasting paths to the semifinals.

Seles, the top seed and defending champion, outblasted 12th-seeded Anke Huber, 7-5, 6-3, in an exchange of raw power seldom seen in women's tennis.

The seventh-seeded Fernandez survived an ugly match of mistakes to *defeat* Amy Frazier, who *blew a* 5-2 lead in the second set and a 5-2 advantage in the tiebreaker and lost by 6-4, 7-6 (8-6).

The No. 4 seed, Sánchez Vicario, did not even have to take the court. She advanced when ninth-seeded Manuela Maleeva-Fragniere withdrew because of a toe injured in a doubles match Monday.

Seles will face Sánchez Vicario and Sabatini opposes Fernandez in Thursday's semifinals.

Capriati was distraught after the match, her eyes brimming with tears, and Sabatini seemed surprised by the ease with which she won the tiebreaker.

"I think she made a lot of mistakes," Sabatini said. "I didn't do anything special. She had many chances in the match."

Capriati, the youngest quarterfinalist ever at the Australian Open, had fought back from service breaks early in both sets, but finally fell to the Argentine star's combination of baseline shots and solid net game, which she largely abandoned after her title at the U.S. Open.

Sabatini has yet to lose a set in winning a warmup tournament in Sydney and five matches here.

Seles strained her neck before the tournament and has struggled *to find her form*, particularly her first serve.

The serve remains a question mark — she got only 56 percent of *her first serves in against* Huber — but everything else was devastating.

"I think the match was a lot closer than 7-5, 6-3," Seles said. "I *just had a little more luck*. She was hitting very hard and not missing balls."

The 17-year-old German, who lost to Seles in last year's quarterfinals, demonstrated the ripping ground strokes and composure under stress that epitomizes her go-for-broke style.

Down by 4-1 in the first set, Huber easily could have folded as Seles appeared on the verge of a second service break at 15-40. But Huber fought off six breakpoints in a game with eight deuces.

She finally tied the score at 5 by holding serve after breaking Seles when the Florida-based Yugoslav double-faulted twice in one game.

But then Seles won the key points. She held serve with four straight points after falling behind 0-30, then broke Huber *on her third match* point when she double-faulted for the second time in the game.

Huber bounced back to break Seles in *the first game of the second* set, but Seles won the next four games. She still had to work hard, however, as Huber held game points in all but one game, including all five of Seles's serves.

Her last chance came as Seles served for the match. Huber pulled ahead at 30-40 when Seles hit a forehand that was called long. She questioned the decision, clamping her hand to her forehead.

She shrugged off the call to smack a service winner, and one deuce later, finished off the match with a spinning serve into Huber's body that she netted, and a clean forehand winner down the line.

"You can beat her, but today it was not possible," Huber said. "I played the important games not good enough. *I made too many un*forced errors on game points. Perhaps you have to come to the net more against her, but it's difficult."

In the match between Fernandez and Frazier, they made 108 errors, hitting forehands and backhands virtually everywhere but on court. Down 4-3, Frazier double-faulted and flailed a backhand long to hand a break to Fernandez, who responded with two errors in her next service game, which she lost at love.

Three Frazier errors later, Fernandez held a set point at 30-40. She closed it out with a backhand that Frazier thought was long and *almost didn't play, setting up an* easy winner for Fernandez.

Fernandez lost her serve three straight times in the second set, taking an injury timeout to call for a trainer when she jammed a toe.

Frazier served for the set at 5-2 but lost the next four games on a flurry of mistakes. After taking a 5-2 lead in the tiebreaker, she lost it, 8-6, on four errors, ending with a backhand into the net.

Steve Holland/The Associated Press

David Callow/Agence France-Presse

Two faces of victory: Mary Joe Fernandez, above left, was pained by a toe but made fewer mistakes than Amy Frazier; Monica Seles snarled her way past Anke Huber.

'Disappointed in Self,' Capriati Fights Tears

The Associated Press

MELBOURNE — Jennifer Capriati was distraught and close to tears. Gabriela Sabatini knew how she felt.

Sabatini, the No. 3 seed from Argentina, defeated Capriati, the 15-year-old No. 5 seed from the United States, 6-4, 7-6 (7-1), Tuesday night in the *quarterfinals of the* Australian Open.

Capriati, who has been severe and unsmiling throughout the tournament, *said she was feeling* crushed by people's expectations of her.

She certainly has not been having fun in Australia. She was close to tears during her postmatch interview and talked of the pressure she felt.

"I'm disappointed in myself," Capriati said. "I know people were expecting me to play better."

She said she was not aggressive enough against an opponent who is reveling in her new-found net-rushing ability.

"There were times when I felt confident enough to go to the net and others when I just stayed back," Capriati said.

Capriati said she felt dazed during the tiebreaker, in which she lost the *first six points on unforced* errors.

"It just happened so fast I didn't know what was happening," she said.

Sabatini, an eight-year tour veteran at age 21, said she had felt so fed up with tennis she considered quitting the sport before winning the U.S. Open in 1990.

"Everybody has to go through these moments," Sabatini said. "I've been through them. It's something she has to work on. It happens.

"It was pretty difficult. I had my doubts about playing tennis. I wasn't enjoying it. I kept working hard and was patient and suddenly everything started to be open."

Sabatini said she now was enjoying her tennis.

"I'm having a lot of fun. I think I play smarter, attacking more."

AFP

Capriati: Feeling crushed.

Yanks Keep Nokes for $7.5 Million; Reds, Dibble Agree on $1.4 Million

Compiled by Our Staff From Dispatches

NEW YORK — Imagine how much catchers would be worth if they could throw out runners, too.

Matt Nokes matched Brian Harper for top salary among catchers on Monday when he agreed to a $7.5 million, three-year contract with the New York Yankees. Both hit well last season, but neither is known for his defense.

Three other players settled, leaving 130 in salary arbitration.

Reliever Rob Dibble and Cincinnati split the difference between *their figures and agreed on $1.4* million, as did infielder Dave Magadan and the New York Mets in settling on $1,393,750.

Catcher B.J. Surhoff and Milwaukee agreed on a $2.15 million, non-guaranteed contract, the same deal they agreed to last Thursday and unagreed to on Friday.

Nokes, who made $887,500 last season, got a $750,000 signing bonus and annual salaries of $2.25 million in a deal nearly completed last week. His average annual salary of $2.5 million matches the $5 million, two-year deal that Harper and the Minnesota Twins agreed to Dec. 19.

Nokes hit 24 home runs last year *but threw out just 24 percent of the* runners trying to steal on him. Harper, who batted .311, caught only 18 percent of his runners. The *American League average last sea*son was 34 percent, the National League average 33 percent.

■ Steinbrenner Backed Suit

Prohibited by agreement from suing the commissioner himself, George Steinbrenner financially backed Leonard Kleinman's lawsuit against Fay Vincent by establishing a $250,000 escrow account for Kleinman's legal fees, The New York Times reported.

Steinbrenner subsequently ended the account, although not his financial support, because the lawyers threatened to sue him after he disputed their bills and refused to pay them.

Details of the $250,000 legal *fund and the dispute with Klein*man's lawyers, including their threat to sue Steinbrenner for nonpayment, are included among 67 *exhibits Vincent's lawyers filed* in U.S. District Court in Manhattan last week as part of their effort to shortcircuit Kleinman's suit.

Vincent has not made an issue of Steinbrenner's financial role in Kleinman's suit, but asked about it Monday, he said: "Of course it's a problem. It seems to me if you do indirectly what you can't do directly, it's a problem. It raises the question of whether the July 30 agreement was violated."

In the agreement *that* banished Steinbrenner from his role as the Yankees' managing partner — made in the summer of 1990 — he *agreed not to sue the commission*er. Three months later, though, he agreed to pay Kleinman's legal fees in his lawsuit against Vincent.

The Kleinman suit continues to stand in the way of Steinbrenner's possible restoration to the Yankees' operating seat.

Steinbrenner was said to have agreed some weeks ago to pay Kleinman $750,000 to drop the suit, but a lawyer familiar with the talks between the two men said Kleinman now wants considerably more money for dropping the suit and quietly leaving his post as executive vice president and chief operating officer of the Yankees.

SCOREBOARD

TENNIS

Australian Open

Women's Singles, Quarterfinals

Mary Joe Fernandez (7), U.S. def. Amy Frazier, U.S., 6-4, 7-6 (8-6). Arantxa Sanchez Vicario (4), Spain, def. Manuela Maleeva-Fragniere (9), Switzerland, default. Monica Seles (1), Yugoslavia, def. Anke Huber (12), Germany, 7-5, 6-3. Gabriela Sabatini (3), Argentina, def. Jennifer Capriati (5), U.S., 6-4, 7-6 (7-1).

TRANSACTIONS

BASEBALL
National League

MONTREAL—Agreed with Scott Service, pitcher, on minor-league contract. Named Martin Robitaille coach for Jamestown, New York-Penn League, and Kevin Greatrex Australian scout. Invited Matt Maysey, Sergio Valdez, Dean Wilkins and Blaine Beatty, pitchers; Jerry Goff, catcher; Arci Cianfrocco, infielder; and Eric Bullock and Rob Katzaroff, outfielders, to spring training.

NEW YORK—Agreed with Dave Magadan, infielder, on one-year contract.

BASKETBALL
National Basketball Association

MINNESOTA—Put Tom Garrick, guard, on injured list. Activated Tod Murphy, forward, from injured list.

FOOTBALL
National Football League

DALLAS—Named Dave Wannstedt assistant head coach as well as defensive coordinator and linebackers coach.

HOCKEY
National Hockey League

LOS ANGELES—Traded Daniel Berthiaume, goalie, to Boston for future considerations. Recalled Darryl Gilmour, goalie, Kyosti Karjalainen, forward, and Brent Thompson, defenseman, from Phoenix, International Hockey League. Sent Peter Ahola, defenseman, to Phoenix.

COLLEGE

BALL STATE—Promoted Tim Burke, secondary coach, to defensive coordinator.

DARTMOUTH—Named Tom Gilmore assistant football coach.

FLORIDA STATE—Amp Lee, running back, will forego senior year and apply for NFL draft.

FRESNO STATE—Named Del Wight defensive line coach.

GEORGETOWN—Charles Harrison, basketball guard, quit school for academic reasons.

CRICKET

FIRST TEST
England vs. New Zealand, Fourth Day
Tuesday, in Christchurch, New Zealand

England 1st innings 580-9 dec.
New Zealand, 1st innings: 312
New Zealand, 2nd innings: 81-1

SOCCER

AFRICAN NATIONS' CUP
Quarterfinals

Ghana 2, Congo 1

BASKETBALL

NBA Standings

EASTERN CONFERENCE	W	L	Pct	GB
Atlantic Division				
New York	23	14	.622	—
Boston	24	15	.615	—
Philadelphia	18	21	.462	6
Miami	18	22	.450	6½
New Jersey	17	21	.447	6½
Washington	14	24	.368	9½
Orlando	8	29	.216	15
Central Division				
Chicago	33	5	.868	—
Cleveland	25	12	.676	7½
Detroit	22	17	.564	11½
Atlanta	20	18	.526	13
Milwaukee	19	18	.514	13½
Indiana	15	25	.375	19
Charlotte	11	29	.275	23
WESTERN CONFERENCE				
Midwest Division	W	L	Pct	GB
Utah	25	15	.625	—
San Antonio	21	17	.553	3
Houston	20	18	.526	4
Denver	15	23	.395	9
Dallas	12	26	.316	12
Minnesota	7	31	.184	17
Pacific Division				
Golden State	25	10	.714	—
Phoenix	26	13	.667	1
Portland	25	13	.658	1½
L.A. Lakers	23	15	.605	3½
Seattle	20	19	.513	7
L.A. Clippers	20	20	.500	7½
Sacramento	11	27	.289	15½

MONDAY'S RESULTS

Indiana 26 24 28 19— 97
New York 21 31 30 23—105

Person 9-15 3-5 22, Miller 7-17 7-10 21; Ewing 10-15 5-8 25, Starks 6-15 8-13 21. Rebounds—Indiana 49 (Schrempf 9), New York 66 (Ewing 14). Assists—Indiana 25 (Williams 6), New York 28 (Jackson 9).

Boston 18 35 20 34—107
Cleveland 30 21 25 26—102

Parish 10-18 0-0 20, Lewis 11-19 4-4 26; Williams 9-12 3-5 21, Price 7-12 4-4 21. Rebounds—Boston 42 (Parish 13), Cleveland 47 (Williams 10). Assists—Boston 32 (Bagley 10), Cleveland 27 (Price 8).

Seattle 27 24 22 37—110
LA Lakers 28 30 27 31—116

Johnson 10-21 7-7 29, Payton 7-18 6-6 20; Green 5-13 6-7 16, Perkins 9-15 7-8 25. Rebounds—Seattle 55 (Kemp 15), Los Angeles 61 (Green 16). Assists—Seattle 24 (Payton 6), Los Angeles 28 (Sparrow 7).

Charlotte 32 26 34 27—119
Golden State 40 30 31 34—135

Johnson 9-16 7-8 26, Gill 7-20 7-8 21; Mullin 13-19 2-2 29, Marciulionis 8-11 6-9 22. Rebounds—Charlotte 54 (Johnson 11), Golden State 67 (Owens 10). Assists—Charlotte 28 (Bogues 8), Golden State 40 (Hardaway 14).

Washington 22 26 26 17—91
Philadelphia 26 25 28 20—99

H.Grant 11-20 1-2 23, Ellison 9-23 3-3 21; Gilliam 9-19 2-4 20, Hawkins 9-11 5-6 24. Rebounds—Washington 41 (Ellison 10), Philadelphia 50 (Gilliam 12). Assists—Washington 28 (Adams, English 9), Philadelphia 26 (G.Grant 8).

Minnesota 27 29 22 28—106
Miami 25 27 35 34—121

Campbell 6-14 7-7 21, West 6-10 8-11 20; Long 8-11 5-6 21, Seikaly 7-12 6-8 20, Rice 8-17 3-4 22. Rebounds—Minnesota 39 (Spencer, Bailey 7), Miami 49 (Seikaly 15). Assists—Minnesota 21 (Richardson 6), Miami 19 (Coles 8).

Major College Scores

EAST

Amer. U. 98, N.C.-Wilmington. 97, 3OT
Bucknell 85, Towson St. 72
Colgate 76, Cornell 62
Columbia 90, Lehigh 84
Duquesne 67, Geo. Washington 63
Mass. 72, Rhode Island 59
Rider 64, Brooklyn Col. 57
S. Conn. 95, Long Island U. 60
Seton Hall 75, St. John's 60

SOUTH

Alcorn St. 100, Prairie View 64
Appalachian St. 86, W. Carolina 61
Austin Peay 102, Morehead St. 100
Charleston Southern 66, N.C.-Greensboro 65
Citadel 75, Barry 72
Coll. of Charleston 92, Morgan St. 50
Coppin St. 85, Bethune-Cookman 73
Delaware St. 62, S. Carolina St. 58
Florida A&M 78, Howard U. 67
Florida St. 78, Mercer 64
George Mason 81, East Carolina 78, OT
Jackson St. 93, Grambling St. 73
LSU 115, McNeese St. 67
Miss. Valley St. 96, Alabama St. 81
Murray St. 71, Tennessee St. 62
N. Carolina A&T 90, Md.-E. Shore 66
N.C.-Asheville 75, Campbell 69
NW Louisiana 140, LeTourneau 51
Radford 58, Coastal Carolina 56
Southern Miss. 67, Memphis St. 59
Southern U. 85, Texas Southern 79
Tennessee Tech 99, Middle Tenn. 90, OT
Tn.-Chattanooga 88, E. Tennessee St. 82

MIDWEST

Akron 71, E. Illinois 61
Nebraska 74, Mo.-Kansas City 71
S. Illinois 90, Bradley 68
SE Missouri 76, E. Kentucky 74
W. Illinois 78, Cleveland St. 68
Wis.-Green Bay 70, Ill.-Chicago 66
Wright St. 84, N. Illinois 70

SOUTHWEST

Illinois St. 73, Tulsa 72
Oklahoma St. 92, Oklahoma 89

FAR WEST

N. Arizona 71, Sacramento St. 68
UC Santa Barbara 75, Fresno St. 55
UNLV 71, UC Irvine 52

The AP Top 25 Teams

With first-place votes in parentheses, records through Jan. 19, total points based on 25 points for a first place vote through one point for a 25th place vote and last week's rankings:

	Record	Pts	Pvs
1. Duke (65)	12-0	1,625	1
2. UCLA	12-0	1,549	2
3. Oklahoma St.	16-0	1,505	3
4. Indiana	13-2	1,402	5
5. Kansas	13-1	1,311	6
6. Ohio St.	11-2	1,251	4
7. Connecticut	13-1	1,226	8
8. Kentucky	14-2	1,196	10
9. Arkansas	15-3	1,088	12
10. North Carolina	13-2	971	14
11. Arizona	11-3	907	7
12. Missouri	12-2	894	13
13. Syracuse	13-1	839	20
14. Michigan St.	12-2	701	11
15. Alabama	14-3	628	9
16. Michigan	10-3	567	15
17. Oklahoma	11-2	473	23
18. Georgia Tech	13-4	431	16
19. N.C. Charlotte	11-2	397	18
20. Louisville	10-3	339	25
21. Tulane	13-1	317	19
22. St. John's	10-4	270	17
23. Texas-El Paso	14-1	236	—
24. Stanford	11-1	192	—
25. UNLV	14-2	111	—

SIDELINES

NFL Steelers Hire Cowher as Coach

PITTSBURGH (AP) — The Pittsburgh Steelers hired Bill Cowher, 34, as their coach today, making him the NFL's second-youngest head coach.

Cowher, the Kansas City Chiefs' defensive coordinator for three years, is a Pittsburgh native who became an assistant coach with the Cleveland Browns at age 28. The NFL's only younger head coach is Cincinnati's David Shula, 32, the son of the Miami Dolphins' coach, Don Shula.

Brown Fired as NBA Spurs' Coach

SAN ANTONIO (AP) — Larry Brown was fired Tuesday as coach of *the San Antonio Spurs and replaced by Bob Bass, the NBA team's vice* president of basketball operations. The Spurs had a 21-17 record this season after two years as Midwest Division champions.

"Larry was more and more feeling that I didn't have the confidence in *him that he would have liked to have had*."

The team's owner, Red McCombs, said Brown did not show up for a meeting Tuesday and, when contacted, asked that it be made "clear that he was not resigning, that he was being terminated," McCombs said. "It's a very unusual situation to be asked to be terminated."

McCombs refused say whether Brown's request had contractual ramifications. Brown was in the final year of a four-year contract worth $3.5 million.

Giant Slalom for Men Delayed a Day by Fog

ADELBODEN, Switzerland (AP) — Tuesday's World Cup giant slalom men's race was postponed for 24 hours because of fog on the Kuonisbergli course.

The race jury had delayed the start of the first run for 75 minutes in hopes that mid-morning weather would improve.

For the Record

The judge hearing the Mike Tyson rape case rejected Tuesday a *defense motion that evidence col*lected by the FBI in its investigation of the former heavyweight champion be barred. The trial is to begin Monday. *(UPI)*

Eric Cantona, 26, the French striker who quit soccer last month after being suspended by a disciplinary commission, has been offered a tryout by Sheffield Wednesday, the English first division team said Tuesday. *(Reuters)*

Ted Williams, 73, the baseball great, was released Monday from a hospital in Florida about a week after undergoing neck surgery intended to prevent strokes. *(AP)*

Steve Emtman, the University of Washington defensive tackle who won both the Outland Trophy and Lombardi Award, reportedly will forgo his senior season to join the NFL draft. *(AP)*

AT&T USADirect® Service.
Your Express Connection to AT&T Service.

Calling the States when you're overseas
has never been easier. All you have to do is dial
a number to be connected to an AT&T Operator in the
US. You can use your *AT&T Calling Card* or call collect.

AT&T USADirect Service is available in over
90 countries. Here are some of them.

AUSTRIA**	022-903-011	ITALY**	172-1011
BELGIUM**	11-0010	LUXEMBOURG	0 800-0111
DENMARK**	8001-0010	NETHERLANDS**	06*022-9111
EGYPT*³	356-0200	NORWAY**	050-12011
FINLAND**	9800-10010	POLAND²	010-480-0111
FRANCE**	19*0011	PORTUGAL	05017-1-288
GERMANY¹	0130-0010	SAUDI ARABIA⁴	1 800-100
GREECE**	00-800-1311	SPAIN	900-99-00-11
HUNGARY**	00*36-0111	SWEDEN**	020-795-611
IRELAND	1 800-550-000	SWITZERLAND**	155-00-11
ISRAEL	177-100-2727	U.K.	0800-89-0011

For additional *USADirect* access numbers or information about the service, call us collect at 412-553-7458. When in the US, call 1 800 874-4000 Ext. 416 for your free *USADirect* information card.

*Await second dial tone. **Public phones require coin or card.
¹Western portion ²Dial "0" and await second tone outside Warsaw.
³Dial "02" first outside of Cairo.
⁴Limited availability.
©1991 AT&T

AT&T
The right choice.

INTERNATIONAL CLASSIFIED

(Continued From Back Page)

ESCORTS & GUIDES

LONDON
THE ESCORT SERVICE
071 483 2561

MERCEDES
V.I.P. ESCORT AGENCY
9 AM TILL MIDNIGHT - 7 DAYS
MAJOR CREDIT CARDS ACCEPTED
TEL: LONDON
(071) 351 6666

DEBUTANTE
Exclusive Business & Social Service
Credit Cards welcome
Tel 071 731 3057

ZOE PRESENTS
DIPLOMAT
* EXCLUSIVE ESCORT SERVICE *
Tel.London 081 201 8942

FRANKFURT & AREA
Mona's New Int'l Escort Agency.
Please Call 069 - 597 66 66. Daily.

ESCORTS & GUIDES

MYSTIQUE
EXECUTIVE ESCORT AGENCY
London 071 624 7099
Credit cards welcome

INTERNATIONAL ESCORTS
Available Worldwide
212-765-7896 New York, USA
Major Credit Cards & Checks Accepted

CHELSEA ESCORT SERVICE
51 Beauchamp Place, London SW3.
Tel: 071-584 6513 Established 18 years.

LONDON BRAZILIAN Escort
Service 071 724 5597/91 Open 7 days

* * Z U R I C H * *
Isabelle Escort Service 01/252 61 25

TOP CATS ESCORT
SERVICE 7 DAYS 081 208 1737

ESCORTS & GUIDES

●● CREME DE LA CREME ●●
London Escort Service 081 964 4768

ZURICH SUSAN
ESCORT SERVICE. Tel: 01/382 05 80

GENEVA *WORLD CLASS*
ESCORT SERVICE *7326018* Cards

** ZURICH YVETTE **
Escort Service. 01/4328781 Cards.

*********T O K Y O*********
First Class Escort / Guide Service. Tel: (03) 3351 - 2278 , open everyday and evening.

LONDON 'ELEGANCE' ESCORT & TRAVEL SERVICE TEL: 071 289 2895

* GENEVA * Glamour * PARIS
First Class Escort Service
Please call 21 99 61

**** J A S M I N ****
London Escort Service
Tel: 71 244 7336

******** VIENNA **********
Day & Evening Escort Service
Tel: 56 89 77

ESCORTS & GUIDES

LONDON GISELLE
PRIVATE ESCORT SERVICE
TEL 071 584 0746

ORIENT JAPANESE CHINESE THAI
Escort Service. Days and evenings.
Please phone 071 225 3314 London.

*****LONDON V.I.P.*****
ELEGANT ESCORT SERVICE
Tel: LONDON 071 727 0942.

TOKYO *** TOP ESCORT SERVICE
Major credit cards accepted. Tel: (03) 3436-4598.

* * * LAUREN'S * * *
London's Premier Escort Agency
Tel: 081 466 0198 Noon - Midnight.

MILAN LUGANO VENICE EXCLUSIVE
***** Escort Service.
Tel: (39-2) 8057506 or (39-362) 557417

GENEVA*ROYAL*PARIS
VIP-ESCORT-SERVICE & TRAVEL
"OPEN 7 DAYS. Tel: 022/49 56 82"

KASHMIR VIP ESCORT SERVICE
India and Pakistan
London 071 370 3492.

**** DUESSELDORF & AREA ****
** CAROLINE GUIDE SERVICE **
Telephone: 0211-384 93 94

LONDON GEISHA ESCORT Service.
Japanese, Chinese, Thai.
Tel: 071 370 5757, credit cards.

MUNICH * WELCOME
ESCORT & GUIDE AGENCY.
PLEASE CALL 089 - 91 23 14.

ESCORTS & GUIDES

** SWISS INTERNATIONAL **
**** Famous Escort Service ****
Tel: (49) 89-986725.

GLAMOUR
Madrid Escort Service
Tel: Mobile 908.60.30.70.

MADRID IMPACT ESCORT and Guide Service. Multilingual. Visa. Open 11am to midnight. Tel: 561 41 42.

BRUSSELS, MICHELLE Escort and Travel Service. Tel: 02-511-2272. Credit Cards accepted.

* VIENNA - BUDAPEST - BERLIN *
"EUROCONTACT" ESCORT SERVICE.
Credit cards. Vienna 0222/616 01 02

ZURICH NEW
High class Escort Service.
Tel: 077 / 63 83 32.

ROTTERDAM
White's Escort Service,
Westzeedijk 94. Daily from 4:30pm

AMSTERDAM LIBERTY INT'L Escort, Dinner & Guide Service. Credit cards accepted. Tel: 020-6180604.

LONDON & PARIS LINK * Starlight *
HIGH CLASS FRENCH LADIES Escort Service. London (071) 351 11 52

* * * LONDON CLAIRE * * *
HIGH CLASS ESCORT SERVICE
TEL: 081 674 2477.

VIENNA ESCORT SERVICE
FACES. Tel: 0663/80 24 14, Cards welcome.

HARRY'S MADRID
Escort and Guide Service.
Tel: 570 71 85

FRANKFURT * NEW COCO *
Escort, Travel & Guide Service.
Tel: 069 - 44 47 98. Credit cards.

FRANKFURT STUTTGART MUENCHEN
Private Escort Service. Tel: 0161-1633913 open 9am-midnight. Mon-Sat.

OBSERVER

The Backbone of Politics

By Russell Baker

NEW YORK — It is typical of the mental gimcrackery that passes for a public philosophy these days that our rulers are suddenly frantic to grant boons to the middle class. And what is it, this middle class, which all statesmen from president to congressional doorkeeper now yearn to pelt with blessings?

It is an abstraction, a fragment of a campaign slogan, a piety on a demagogue's tongue, an insoluble calculus problem for demographers, a verbal crutch for economists and political writers required by the cruel nature of their trades to sound eloquent while waiting for an idea to pull into the station.

To whom or what in this imponderable vagueness shall political sweets be given? (Ah, sweet tax breaks!) It is a mystery, and there will be high comedy for the next few months watching politicians argue about where to ladle out the gravy.

The term "middle class" used to summon up good thoughts about American society. "Middle class" went with words like "hard-working," "salt of the earth," "patriotic," and "backbone of America."

For a long time politicians took it for granted that there was indeed a middle class, that it was the American majority, and that it was the constituency that elected them. Not surprisingly, government in this age tended to be one glorious boon for this good, hard-working, salt-of-the-earth, patriotic group of people.

□

If there was once some validity to this vast human oversimplification it pretty well ended during the 1970s when the amazing wealth of post-World-War-II America began to evaporate. Now two incomes became necessary to maintain the family living standard; now, two fewer children; now, an extortionate rental instead of an own-your-own for $2,000 down and a 4½ percent mortgage.

Termites seemed to be eating the standard of living. With this silent impoverishment came dizzying inflation. (Thanks to the Vietnam War and to Middle East war and oil politics.)

This, along with the collapse of party politics and resulting corruption of the tax structure, left a scene where lip service was still paid to middle-class uprightness but the law said, "Every man for himself and Devil take the hindmost."

The Saturday Evening Post, classic tribune of the middle class, was dead. The magazine for whatever the middle class had become was Tax Shelter Digest.

□

The conclusive proof that the old-style middle class had passed over was the landslide election of the Great Communicator with his trickle-down philosophy for redistributing the wealth.

Four years later when the rich were definitely richer, the Communicator's landslide re-election suggested that most of the old middle class — "Couldn't have done it without you, folks!" — felt as one with the rich.

Now, an unbrave new world: ruin, debt, unemployment. Japanophobia. Milkenism in the ashes. Buchanan amok, and whining, whining everywhere. And yet — out of the ruins — what is this we see being reborn? Is it the Phoenix? Is it the Great Communicator? Is it Mario Cuomo at last?

No. It is the middle class. Politicians galore declare it risen. The class that made the United States great is back! Something must be done for it quickly. And please, don't ask what has made it stop feeling as one with the rich and start feeling middle-class again. No ham-handed sarcasm with this splendid class. This is the class that votes, remember. Salt of the earth. Honest as the day is long. It votes. Remember that. Votes.

But how to tell who is middle-class, hence boon-deserving, and who not? There are telltale signs. A car telephone, for example, is not middle class. Has a secretary? Definitely not middle class. Drives a $30,000 German or Japanese car? Not middle class. Summer house? Nosirree. Gets by on one income? Not middle class.

Have to borrow Thursday night to make it to the pay window Friday? All right, middle class, provided they don't subscribe to Tax Shelter Digest.

My Jan. 15 column incorrectly described the Duesenberg as a car of German make. As many correspondents have pointed out with considerable wit and kindness, it was made in America. Sorry, car fans.

New York Times Service

Storybook Romance: The Making of a Hit

By Esther Fein

New York Times Service

NEW YORK — The seduction began with a flower, one perfect red silk rose. Then there were telephone calls, lots of telephone calls, and sweet notes. Chocolates followed, expensive, delicious chocolates, dragées dipped in gold flakes and luscious truffles. There were invitations to fancy parties, spur-of-the-moment visits and glossy you-can-trust-me photos.

All that you would expect in a storybook courtship can be found in the way that Eileen Goudge and her publisher, Viking, have been trying to romance book reviewers, bookstore managers and readers to turn her into a commercial fiction writer with the stature and sales of Danielle Steel.

With her latest book, "Such Devoted Sisters," Goudge and her publisher are out to prove that the success of her first women's novel, "Garden of Lies" — which two years ago rose as high as No. 8 on the New York Times best-seller list of hardcover fiction — was not a fluke and that she can break out from the bottom of the best-seller list and into one of the top spots, in the company of Steel.

Steel's "No Greater Love" (Delacorte) is currently No. 2 on the Times's hardcover fiction list.

Unlike in serious fiction, once an author in this genre reaches one of the top five spots on the best-seller lists, future success is practically guaranteed as long as the writer produces books consistently enough to keep his or her name in the readers' minds.

The art of creating such an author is as much in the marketing and selling as it is in the writing and editing. Assuming a certain level of competence in the genre, the books can seem to outsiders as indistinguishable from one another as colas are. People have their favorite brand, but how many could distinguish between them blindfolded?

"The question of the writing is a subjective judgment," said Robert Gottlieb, senior vice president of the William Morris literary agency. "There are differences that separate writers in the same category, and fans can tell you a lot about the difference between Danielle Steel and Barbara Taylor Bradford. But to get those fans, a lot has to do with how the author is managed."

The effort to turn Goudge into a top best-selling author began before the publication of "Such Devoted Sisters," the story of two sisters who run away from their lecherous stepfather, are forced to live on their own in New York and, naturally, fall in love with the same man. All this is set against the glamorous world of the gourmet chocolate industry.

It began even before her first novel, "Garden of Lies," the story of a mother who secretly switches her swarthy newborn daughter for another, fairer baby to conceal that she had had an affair with the Greek gardener, how the girls grow up in drastically different homes and eventually, naturally, fall in love with the same man.

Chester Higgins Jr./The New York Times

Eileen Goudge, left, author of "Such Devoted Sisters," preparing for a book-signing at Barnes & Noble in New York.

Before Goudge even wrote an adult novel, she studied the books on the best-seller lists. "What I discovered about Danielle Steel is that she is unstinting in the shameless — and I don't mean for that to sound bad — way that she tugs at hearts and goes for the jugular," said Goudge, who had been a successful author of young adult novels, including some of the "Sweet Valley High" series for Bantam.

Goudge received a respectable $75,000 advance for "Garden of Lies" from Atheneum based on an outline and a chapter. But her editor left the publishing house, and she did, too. By that time, however, she had a completed novel and her agent, Al Zuckerman, who is also her husband, negotiated a $900,000 two-book, hardcover and paperback deal with Viking, a spectacular amount of money for a first-time novelist and one that assured that the publisher was going to get behind the book.

"I felt very strongly that if the publisher knew they had a second book, they would also work harder for her; they would see it as a real investment," Zuckerman said.

Michael Jacobs, president of Viking-Penguin, said that, indeed, people at the house decided "to do whatever it takes to break this author out." They hired a public relations firm to supplement the in-house publicity machine. They led Viking's May 1989 catalog with a two-page spread on the book, a move that signals to people in the business that the publisher is excited about a book.

To set the book apart from its competition, Viking sent a deluxe set of galleys, gift-boxed with a silk rose. They brought Goudge to the American Booksellers Association convention and sent her out to meet important booksellers and to rally the interest of the sales force. "We wanted to get a buzz going," Jacobs said.

Goudge decided all *that* was not enough. She sent letters to bookstore owners and printed up bookmarks with the book's cover on one side and her picture on the other to distribute at stores. And she held parties at her Manhattan townhouse for the buyers and managers from the two biggest chains — Waldenbooks and Barnes & Noble — where she baked the desserts herself.

Goudge's own life story sounds like a novel she might write: twice divorced, forced to go on welfare, she moves alone with her two children to New York, falls in love with a wealthy businessman, marries him, moves into a luxurious townhouse, becomes a novelist, then a millionaire in her own right.

At first, ashamed that she had been on public assistance, Goudge hid her past. But then she began to tell people, and the response was sympathetic. Soon, it became a part of the promotional material and a boost for getting her interviews with publications and radio and television shows that would ordinarily ignore a first-time novelist.

The strategy worked well, and "Garden of Lies" was a best seller in both hardcover and paperback.

With "Such Devoted Sisters," the same strategy continues, but now the plan is to try to push her further up the list, and Viking is spending $200,000 toward that end.

This time, the advance copies of the book were sent with fancy chocolates, as were the invitations to her book party. The same typeface and a work by the same artist were used for the cover, to establish an Eileen Goudge look, like a brand name.

Viking also paid for an expensive photo shoot, Jacobs said, to "get a great picture for floor displays to consciously play up her image, make her identifiable personally to the reader, the way they do with Danielle Steel and Barbara Taylor Bradford."

And like last time, Goudge has been doing relentless autographing, showing up for scheduled and unscheduled signings at bookstores around the country.

One recent day, she did an unannounced swing through 14 Manhattan stores. At Barnes & Noble, the workers clustered about as she signed stacks of books to be left in the store with a sticker saying "Autographed by the Author."

As she signed, over her shoulder was a display of books bigger than hers, a tower of Steel's "No Greater Love."

PEOPLE

Mrs. America's Welfare Gets Some Attention

The reigning Mrs. America is in trouble with welfare authorities in San Diego, although her lawyer says that **Jill Scott** just made a mistake. The San Diego Tribune, citing unnamed sources, said the San Diego County Department of Social Services is investigating her for welfare fraud. Mrs. Scott, 32, applied for welfare shortly after filing for divorce from George E. Scott in July, said her lawyer, **Matthew Kremer**. He said his client violated department rules by failing to turn over to the county money paid by her former husband. Her term as Mrs. America expires in April.

□

Paul McCartney and the newly independent Baltic states are the first winners of a new Swedish music award — the Polar Music Prize. The former Beatle was cited as "a creative and imaginative renewer of popular music," Estonia, Latvia and Lithuania, newly independent, were awarded the prize to support the development of their musical cultures. The prize is the result of a $7.6 million donation by Stig Andersson, the man behind the former Swedish pop group ABBA. McCartney said he would he use his prize money "for a couple of projects that are dear to my heart." The prizes are worth a million kronor each (about $170,000).

□

Miss Germany has been dethroned. **Diana Leisgen**, named Miss Germany in early December, was fired for "improper behavior." "Miss Leisgen not only was visible at several press and photo appointments, she also let 100 fans wait at a Jan. 10 event in Lower Saxony." The pageant association also accused the 21-year-old from Iserlohn of having had "one or more" cosmetic surgical operations. Pageant rules stipulate "natural beauty."

□

A London jury awarded libel damages equivalent to $63,000 to **Jason Connery**, actor and son of **Sean Connery**, over an article in a British tabloid, The Sun, that claimed the younger Connery, 29, said in an interview he would "sooner bury himself alive" than fight for his country in the Gulf War and that he was "a bit of a wimp on the quiet." Connery told the High Court he said nothing of the sort.

INTERNATIONAL CLASSIFIED

TODAY'S
BUSINESS MESSAGE CENTER
Appears on Page 4

ANNOUNCEMENTS

RENT YOUR HOUSE/APARTMENT FOR THE WINTER & SUMMER
OLYMPICS & SEVILLE EXPO
IN THE INTERNATIONAL HERALD TRIBUNE
With a single ad, you reach over 500,000 readers worldwide.
For information, contact Paris (33.1) 46.37.93.85 or Madrid (34.1) 564 51 12

VIENNA, AUSTRIA. Tel: 713-3374. Are you sad or worried? Lonely or depressed? Are you despairing or suicidal? It helps to talk about it. Phone BEFRIENDERS in total confidence. Mon.-Fri. 9:30 am - 1 pm and every day 6:30 pm - 10 pm.

SOS HELP, English speaking telephone crisis line invites volunteers to a recruitment meeting on 28 Jan., 5 or 13 Feb., at 6.30pm, American Church, 65 Quai d'Orsay, 75007 Paris or write: BP 239-16, 75765 Paris Cedex 16.

ALCOHOLICS ANONYMOUS English speaking meetings daily. Tel: PARIS 46 34 59 65 or ROME 678 0320.

FITNESS

You've been putting it off too long. Isn't it time to get in really great shape! Let me create the body you want. Tel: Michael (1) 44 28 18 00 Fax: (1) 44 28 19 00 (Paris)

MOVING

Moving abroad? This UK number keeps you out of deep water. World HQ (UK) 71 603 5624
Omni
OVERSEAS MOVING NETWORK INTERNATIONAL

interdean
INTERNATIONAL MOVERS FOR A FREE ESTIMATE CALL
PARIS (1) 39569000
NICE COTE D'AZUR 93742121

REAL ESTATE FOR SALE

FRENCH PROVINCES

GRASSE (06). Large Manor House, ½ hr Cannes, 2340 sq.m. land, exceptional view. Tel: Paris 1-43.55.66.00 office or 1-42.67.06.02 home

GREAT BRITAIN

ENGLAND. VICTORIAN COTTAGE. Select Rd. Edge Windsor Gt Park. Near London/Heathrow Motorways. Grounds include paddock. 3 recep. 3-4 beds. Study. Garage £340,000 Tel: UK 784 432 708. Fax: 784 471 705.

PARIS & SUBURBS

QUAI VOLTAIRE ON SEINE
Luxurious apartment. 1 bedroom, with parking
FEAU RIVE GAUCHE
TEL: 1-47.05.50.36

USA GENERAL

NAPA VALLEY, CA. An opportunity to purchase famous restaurant, centrally located. Business &/or real estate. Available now! Suzanne Platel Coles & Company (707) 963-1230 USA

REAL ESTATE TO RENT/SHARE

GREAT BRITAIN

LONDON, CHELSEA, SW3, spacious light but cosy furnished flat. Available for long let. Hall, sitting room, double bed, dining room leading to 25 sq.m. terrace. Only £420 per week. For Details Tel: UK 71 934 8284

KNIGHTSBRIDGE £54/night serviced luxury flats beside Harrods. From £29 in Kensington. Oxbridge Apartments Tel: (71) 835-1611 Fax: (71) 373-0036.

LONDON RENTAL SPECIALIST Short and Long Term. PMS Ltd UK 71 409 7822.

PARIS AREA FURNISHED

FLATOTEL
EIFFEL TOWER OR EXPO PORTE DE VERSAILLES
From studio to five room deluxe apartments fully equipped and serviced daily, weekly or monthly
Any further information: Call: 05.345.345 Toll Free or (1) 45 75 62 20

AGENCE CHAMPS ELYSEES
specialists in furnished apartments, residential areas, 3 months and more
Tel: (1) 42 25 32 25
Fax (1) 45 63 37 09

74 CHAMPS ELYSEES
LE CLARIDGE
FOR 1 WEEK OR MORE high class studio, 2 or 3-room apartments, FULLY EQUIPPED. IMMEDIATE RESERVATIONS
Tel: (1) 44 13 33 33

LA DEFENSE - next to RER & shops, luxurious building, 24 hr security, 30th floor magnificent view of Paris new beautifully furnished living room, bed room, dressing room, fully equipped bathroom & kitchen. F6,200 + charges + parking if needed. Tel: 45.58.30 [illegible]

PARIS BIENVENUE
1 WEEK TO 2 YEARS. In Central Paris Furnished studios & apartments
Tel 1-47 53 80 81 Fax 47 53 72 99

8th BERRI/CHAMPS ELYSEES
Luxurious duplex, 130 sq.m. on garden 2 bedrooms, perfect condition, parking F35,000 charges included. COFEPI (1) 45 89 92 52 Fax (1) 45 65 44 13

REAL ESTATE TO RENT/SHARE

PARIS AREA FURNISHED

CANAL SAINT-MARTIN
90 sq.m. duplex, 50 sq.m. terrace F13,000 — charges, fees F[illegible]
JOHN TAYLOR: 1-45.53.25.25

EXCLUSIVE FURNISHED RENTALS
First in quality and service
Tel 1-47 53 86 38. Fax. 1-45 51 75 77.

8th PLACE FRANCOIS 1ER (NEAR). Large 45 sq.m. studio, high class, calm, perfect condition. F11,000 charges included. COFEPI (1) 45 89 92 52. Fax 45 65 44 13

OWNER rents fully furnished apartments in Paris. No commission. Prime locations. Special rates for long term rentals. Tel: (1) 45 48 [illegible]

7TH NEAR INVALIDES [illegible] 45 27 12 19

NEUILLY. [illegible]

MARAIS Beautiful furnished apartment, light, 65 sq.m., 2-bedroom [illegible] months F15,000 inc. Tel 1-42 [illegible]

LATIN QUARTER - SHORT TERM. No agency fees. Telephone: Jean Michel (1) 42 [illegible]

SUFFREN [illegible]

COURCELLES [illegible]

3RD, MARAIS [illegible]

EXCEPTIONAL [illegible]

PARIS AREA UNFURNISHED

MARAIS [illegible]

EXCEPTIONAL APARTMENT
AVENUE FOCH [illegible]

(6th.) TOWNHOUSE. [illegible]

VAUGIRARD [illegible]

78, CHATOU. NEWLY REDONE. [illegible]

92, GARCHES. [illegible]

16th, 49 RUE ERLANGER. [illegible]

NEEL - 2 ROOMS [illegible]

PORTUGAL

LUXURY APARTMENT [illegible]

REAL ESTATE WANTED/EXCHANGE

75 SQ.M. [illegible]

EMPLOYMENT

GENERAL POSITIONS WANTED

ARTIST 39 [illegible]

SECRETARIAL POSITIONS AVAILABLE

DO YOU NEED A TOP bilingual secretary [illegible]

AVIATION

Two Boeing 707s 3236.
185 PAX.
Fire Blocked.
High Fin.
22 Million Each.
[illegible]
Telephone: 713-[illegible]
FAX 713-[illegible] USA

HEALTH/MEDICAL SERVICES

FRENCH PHYSICAL THERAPIST offers individual or group sessions in Paris [illegible] Tel (1) 47 45 67 14

LEGAL SERVICES

U.S. IMMIGRATION [illegible]

U.S. Immigration & Family Lawyers [illegible]

LOW COST FLIGHTS

ACCESS VOYAGES
One Way Round Trip
[illegible]
Tel (1)-40 13 02 02 & (1)-42 21 46 94
Fax (1)-45 08 83 35
6 rue Pierre Lescot 75001 Paris
Metro - RER Chatelet Les Halles
and also
ACCESS IN LYONS
[illegible]
Book now by phone with credit card

LOWEST AIR FARES [illegible]

WORLDWIDE [illegible]

DAILY FLIGHTS AT LOWEST FARES [illegible]

COLLECTIBLES

INTERESTED IN BUYING [illegible]

SELLING CARS & TRUCKS [illegible]

HOLIDAY RENTALS

FRENCH PROVINCES

COTE D'AZUR - CAP D'ANTIBES - [illegible]

RENTING COTE D'AZUR, [illegible]

Page 17
FOR MORE CLASSIFIEDS

AUTOMOBILE MARKET

• ARMORED VEHICLES •
overhauled by manufacturer
3 x MERCEDES BENZ 500 SEL
3 x MERCEDES BENZ 300 E
ASBECK ENGINEERING
Poppelsdorfer Allee 104, 5300 Bonn 1, GERMANY
Fax: 00-49-228-636583 - Phone: 00-49-228-659958

AUTOMOBILES

HARLEY-DAVIDSON MOTORCYCLES All years & models. Worldwide delivery. Call Marty, 612-476-3525 Fax: 612-476-3535 USA

HEARSES & LIMOUSINES FOR SALE Older models, excellent condition, looking to export. Bianco Coach & Limousine Sales, USA Tel: 413-733-7811 Fax: 413-733-7813.

'88 PONTIAC FIERO GT V-6 with every option & aero body, black & grey, 15,000 miles, flawless, real collectors item at $14,250 or best offer. Tel: 914-747-9403 USA.

FOR QUALITY NEW & USED CARS & trucks from U.S. Fax: USA 908-922-4939 or UK office FAX 44 602 5959 62. Int'l Automobile Exchange.

1986 AUDI COUPE QUATTRO - 55,000 kms, ABS, LHD. French registration F55,000. Tel UK-44.71-610-0186

ANTIQUE-CLASSIC Convertibles. Large Stock - We Export. The Old Car Co. Tel- 813/747-6700, Fax. 813/247-4465

CHAUFFEUR SERVICES

EXECUCAB, affordable quality, e.g. Heathrow to downtown London. £30.00 credit cards accepted. To order phone London 081 568 8974, Fax: 081 560 7072. 7 Days 24 Hours.

AUTO SHIPPING

SAVE ON CAR SHIPPING. AMESCO. Kribbestr 2, Antwerp Belgium. To/from US, Africa. Regular Ro-Ro sailing. Free hotel. Tl 32/3/231-4239 Fx 232-6353

TRANSCAR 17 av de Friedland, 75008 Paris. (1) 4225 6444. Nice 9321 3550. Antwerp 233 9985. Cannes 9339 4344

AUTOS TAX FREE

FRED OPERT RACING WORLDWIDE
91BMW750iL Black/Black $58,690
91BMW850 allcolors auto&6spd$6[illegible]475
92Mercedes500SELasr allcolors$37,900
92Mercedes 400SE all colors $74,992
92Mercedes 300SE all colors $67,620
92Mercedes500SL asr all colors$88,995
91PorscheC2CoupeBlack/Black $49,934
91PorscheC2Targa Red/Tan $51,[illegible]
91PorscheC2CabrioletGry/Black$57,984
91PorscheC4Coupe Red/Tan $60,994
91PorscheC4CabrioletRedorBlue$68,994
91PorscheC2Turbo Black/Black$87,567
92MazdaMX5Convertible Manual$15,499
91Honda NSX Red or Black $57,500
92Mitsubishi3000GTVR4allcolors$35,990
91Capri XR2 Turbo Convertible$16,427
92Corvette allcolors auto&6spd$31,997
90ChevSuburban 4x4 8 seater $22,990
new US models free shipping to Europe
Phone1-201-3271111 Fax1 201-3272222

Icelandic tax free cars
Clendenstrasse 36, CH-8027 Zurich
Tlx 815915 Fax 01 202 76 30
Tel 01 - 202 76 10
new TAX-FREE used
Range Rover + Chevrolet + etc.
Mercedes + BMW + Audi + etc.
Cadillac + Jeep + Jaguar + etc.
Same day registration possible renewable up to 5 years

AUTOS TAX FREE

TRANSCO S.A. In our 18,000 sq.m. premises, we keep a stock of more than 200 brand new cars of most makes and models, competitively priced. We provide: sales - insurance - registration - shipping. Ask for our free colour catalogue TRANSCO S.A. - 95, Noorderlaan - 2030 Antwerp, Belgium. Tel: 03 542.62.40 Tlx 35207 TRANS B - Fax: 03 542.58.97

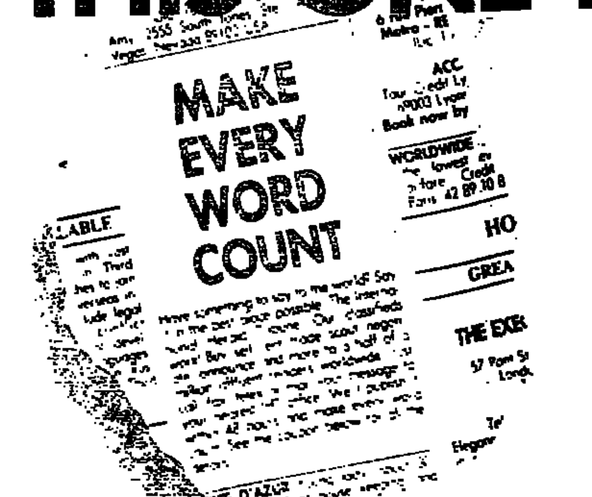
OCEANWIDE MOTORS
Since 1972 brokers for Mercedes, BMW, Porsche, GM & Ford. Worldwide delivery, registration & shipment
OCM - GERMANY
Tersteegenstr 8, D-4000 Duesseldorf
Tel. [illegible] 434646. Fax 4542[illegible]

ATK WORLDWIDE TAX FREE CARS. Export + shipping + registration of new & used cars. ATK N.V. Terminalstraat 4C, 2930 Brasschaat, Belgium. Phone (3) 6455[illegible] Telex 3[illegible] Fax (3) 6457109. ATK, since 1959

AUTO SERVICES

LICENCE PLATES EXPIRE? Fast solution. GMC, 26 Kapnikarea, 10675 Athens, Greece. Fax [illegible]

PLANNING TO RUN A CLASSIFIED AD? READ THIS ONE FIRST.



YES, I WANT TO MAKE EVERY WORD COUNT! Please run my ad as soon as possible

☐ one time at a cost of ________ ___ four consecutive times (for the price of three) at a cost of ________

☐ My check is enclosed ☐ Please charge my credit card account

☐ Visa ☐ MasterCard ☐ Access ☐ Eurocard ☐ Amex ☐ Diners Signature ________

Card account number ________ Expiry date ________

Name ________ Address ________

City ________ Country ________

Tel ________ Fax ________ Telex ________ 22-1-92

Cost per line*	1 Time	4 Times
U.S.$	18.40	55.20

(add 18.6% V.A.T. for orders originating in France)

First line of text takes a maximum of 25 letters, symbols or spaces; all other lines up to 36. No abbreviations. Minimum space accepted: three lines. *For SITUATIONS WANTED, 50% discount. If you need more space, continue to another sheet of paper.

FIRST LINE OF TEXT

PARIS: 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Tel.: (33-1) 46 37 93 85. Fax: 46 37 93 70. Telex: 613595.
LONDON: 63, Long Acre, London WC2 9JH, United Kingdom. Tel.: (44-71), 836 4802. Fax: 240 2254. Telex: 262009.
FRANKFURT: Friedrichstrasse 15, 6000 Frankfurt. Main, West Germany. Tel.: (49-69) 72 67 55. Fax: 72 73 10. Telex: 416721.
NEW YORK: 850 Third Avenue, New York, N.Y. 10022, USA. Tel.: (1 212) 752 3890, Fax: 755 87 85. Telex: 427175.
HONG KONG: 7/F Malaysia Bldg., 50 Gloucester Rd., Hong Kong. Tel. (852) 861 06 16. Fax: 861 30 73. Telex: 61170.
SINGAPORE. 138 Cecil Street, #07-02 Cecil Court, Singapore 0106. Tel.: (65) 223 64 78/9. Fax: 224 15 66. Telex: 28749.

INTERNATIONAL Herald Tribune
Published With The New York Times and The Washington Post

Imprimé par Offprint, 73 rue de l'Evangile, 75018 Paris

مكتبة من الأهل